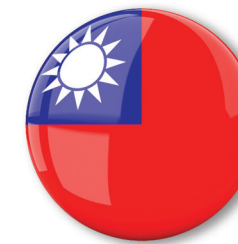
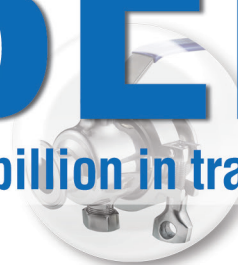
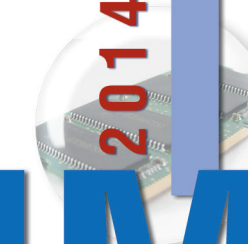


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Laredo's record \$253.15 billion in trade with the world

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'On this plane, everybody's in logistics'

The Laredo Customs district finished third in the nation in 2013, behind only Los Angeles and New York, in total import-export trade

Our jet was descending into Laredo International Airport earlier this year when the fellow seated across the aisle from me, a longtime pilot for FedEx with whom I had been chatting earlier, noticed that I had found easy conversation with the fellow to my right. Curious, the FedEx pilot asked if he, too, was in the logistics industry.

Hearing this, the man seated immediately in front of me turned around and said, "On this plane, everybody's in logistics."

The Laredo Customs district encompasses not just the city of Laredo, which handles the majority of the import-export trade through its bridges across the Rio Grande into Mexico, but the area stretching from Del Rio and Eagle Pass to the northwest all the way to McAllen, Pharr and Brownsville to the southeast.

Across from Laredo is Nuevo Laredo, across from Pharr is Reynosa – and not far from either Mexican city is Monterrey,

the manufacturing hub.

They all hug what Mexicans call the Rio Bravo – the river that separates the two nations geographically at a time when increasingly little does economically.

One thought wafting around the import-export community in South Texas is to create "ISMAs," or International Standard Metropolitan Areas. SMAs are used in the United States to measure economic impact, buying power, media markets and more. They measure "the muscle" of an area.

An international version – combining Laredo with Nuevo Laredo; combining Pharr, Hidalgo and McAllen with Reynosa; combining Brownsville with Matamoros – would provide a more favorable and more accurate snapshot of the economic impact of each area.

And much of that impact would center around the \$253.15 billion in imports and exports that crossed the Rio Grande in 2013.

2013 was a good year for the Laredo Customs district. Laredo finished third in

the nation, behind only import-export trade behemoths Los Angeles and New York City. It is not often that Laredo is mentioned in the same sentence as those two cities.

It is when it comes to trade, however. That was particularly true in 2013, a year which saw traditional No. 3 Detroit continue its descent into misery; regular No. 4 Houston suffer because, ironically, the United States is gaining greater energy independence; and frequent No. 5 New Orleans fell victim to a similar fate as Houston. Laredo had ranked No. 6.

But it wasn't just what happened elsewhere. Laredo's trade grew rapidly, faster than the U.S. average, fueled by a number of factors detailed in the pages that follow.

As my flight was descending into Laredo that day, what was not immediately obvious is not always immediately obvious on the ground either, along the South Texas border, but it's true: "Everybody's in logistics," one way or another.

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The big picture

8 A stellar year for Laredo trade

Laredo's trade with the world grew 5.87 percent to a record \$253.15 billion in 2013, a far faster rate of growth than the U.S. average and enough to propel it past Houston and Detroit to a No. 3 ranking in the nation.

10 Customs map: Laredo is No. 3

The two-page U.S. Customs map provides a snapshot of where Laredo stands relative to others. A chart on the following page offers more detail on all the Customs districts.

16 World trade map: The Top 100

The two-page World Trade map shows Laredo's Top 100 trade partners. On the following pages, see the total trade, total exports, total imports, and surplus or deficit for each of the top 100.

12 Top Customs District Totals

18 Top 100 Partners

31 Top 50 Exports

32 Top Port Export Rankings by Value

48 Top 50 Imports

49 Top Port Import Rankings by Value

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Exports

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About the Data

There are thousands of numbers and percentages in *Laredo TradeNumbers*. The backbone for the statistics is the U.S. Census Bureau's data that WorldCity analyzes. References to the Laredo Customs district include Laredo International Airport and the border crossings in the city of Laredo but also stretch from Del Rio in the north to Brownsville in the south.

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Port Corpus Christi is the 5th largest port in the US in total tonnage, situated along the Texas coast only 2.5 hours from Laredo and Northern Mexico. Port Corpus Christi has easily accessible Intrastate and Interstate highways, superior rail system, and Intracoastal barge system. Three Class 1 rails connect our region with Mexico, providing streamlined transportation for the growing manufacturing and energy markets in Mexico and direct connections to Port Laredo, the largest inland port on the U.S. — Mexico border.

- Channel depth of 45 feet authorized and permitted for 52'
- Foreign Trade Zone #122
- Three Class 1 railroads; BNSF, KCS, and UP
- Ro/Ro Capabilities — Ramp with 750 psf dock strength, 60 ft width
- Dockside loading/unloading capabilities
- Minimal escort requirements and short channel transit save time and costs



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The Customs
district advances
on the strength of
increased trade
with Mexico and
the automotive
industry

Laredo climbs to No. 3

2013 was a very good year for the Laredo Customs district. First, it advanced to rank as the nation's third largest Customs district, its highest ranking ever. Second, it increased its domination of U.S.-Mexico trade to a market share not seen in a decade. And third, it further cemented its critical role in the automotive industry, overtaking Detroit in another key category.

In 2013, Laredo's total trade was a record \$253.15 billion, a 5.87 percent increase over the 2012 total. That's a faster growth rate than 18 of the top 20 Customs districts in the nation and well above the 0.65 percent growth rate for the United States as a whole. The dollar increase for Laredo was \$14.04 billion, second in the nation to only No. 8 Seattle.

Laredo's percentage of U.S. trade increased to a record 6.58 percent, its third year in a row above 6 percent.

The growth was enough to propel Laredo past Houston and Detroit and leave it perched in the third spot behind perennial top Customs districts Los Angeles and New York City. Both Houston and Detroit saw their trade decline in 2013, as did No. 2 New York City.

Laredo's total exports were a record \$112.42 billion, and the Customs district ranked fifth nationally, as it has since 2007, the year Houston surpassed it and pushed it from the No. 4 ranking. In 2013, Laredo's exports grew faster than all but three top 20 Customs districts and the \$7.16 billion increase was greater than all Customs districts except for Seattle.

Laredo's total imports were a record-setting \$140.74 billion, the fourth greatest total in the nation behind Los Angeles, New York and Chicago and narrowly ahead of New Orleans. In 2012, Laredo had ranked



No. 6, behind those same Customs districts but including New Orleans.

Laredo's trade deficit – the amount that imports exceeded exports – was not a record-setter in 2013 at \$28.32 billion. It fell just shy of the \$28.61 billion deficit of 2012. Laredo's deficit is but a fraction of the U.S. deficit, which was \$688 billion in 2013.

The deficit notwithstanding, is slightly more balanced than the national average. For every dollar of trade, 44 cents is a Laredo export. Nationally, 41 cents of every dollar is a U.S. export. In 2013, six U.S. Customs districts among the top 20 registered trade surpluses – meaning exports exceeded imports – and a seventh, San Francisco, had the same ratio as Laredo, or 44 cents on the dollar as an export.

In 2013, as is customary, Laredo did more trade with Mexico (\$243.29 billion) than any other Customs district did with one country. The closest contenders were, as usual, Detroit with Canada (\$210.62 billion) and Los Angeles with China (\$164.38 billion).

Mexico accounted for 96.11 percent of all 2013 trade with the Laredo Customs district, which is dominated by the bridges in the city of Laredo but stretches from Eagle Pass to the northwest of Laredo all the way down to Pharr, McAllen and Brownsville, to the southeast. That 96.11 percent is the highest since 2007. In fact, the five years between 2007 and 2013 are the only

years when Mexico accounted for less than 96 percent of all Laredo trade. The record years were 1995 through 2001, when the total topped 98 percent.

Viewed the other way, Laredo accounted for 48.02 percent of Mexico's record-breaking \$506.61 billion in U.S. trade. It was the highest market share for Laredo since 2002, when the total was 48.04 percent. Laredo's highest percentage in the last two decades was 48.70 percent in 1997.

The most any other Customs district has garnered in the last two decades was in 1995, when El Paso captured 18.45 percent of all U.S.-Mexico trade. El Paso was responsible for 17 percent of all U.S.-Mexico trade in 2013, the second straight year and the third in the last four above 17 percent. San Diego, the third most important Customs district for U.S.-Mexico trade, fell below 10 percent for the second consecutive year, the only two years in the last decade it has been in single digits.

Much of the Laredo-Mexico trade is focused in the automotive industry, which throughout most of the 20th Century was centered in Detroit, the "Motor City." The 21st Century appears to be shaping up differently, with more foreign automakers manufacturing in the U.S. South and Mexico becoming a major supplier and purchaser.

The latest chip to fall was motor

Continued on page 65

Ups & Downs | Exports

A look at the top 50 export commodities ...

Fastest Growing, One Year:

Commercial vehicles, up 196.23 percent, up in rank from No. 112 to No. 39

Fastest Growing, 10 Years:

Cell phones, related equipment, up 2,412 percent, up in rank from No. 88 to No. 3

Biggest Drop, One Year:

Aluminum, unwrought, down 19.49 percent, down in rank from No. 37 to No. 47



Biggest Drop, 10 Years:

Commercial vehicles, down 17.42 percent, down from No. 7 to No. 39



Laredo 2013: top 20 U.S. customs districts

All numbers are in billions

U.S. TOTAL TRADE

Total Trade	\$3.85 trillion	0.65%
Exports	\$1.58 trillion	2.14%
Imports	\$2.27 trillion	-0.37%
Deficit	\$(688.00) billion	

8

SEATTLE

Total Trade	\$152.98	10.30%
Exports	\$90.34	19.03%
Imports	\$62.64	-0.26%
Surplus	\$27.71	

10

SAN FRANCISCO

Total Trade	\$123.90	3.89%
Exports	\$54.23	7.28%
Imports	\$69.68	1.39%
Deficit	\$(15.45)	

7

CHICAGO

Total Trade	\$192.53	2.70%
Exports	\$40.09	5.48%
Imports	\$152.44	2.00%
Deficit	\$(112.35)	

1

LOS ANGELES

Total Trade	\$414.80	2.68%
Exports	\$126.96	4.70%
Imports	\$287.84	1.81%
Deficit	\$(160.88)	

16

DALLAS/FORT WORTH

Total Trade	\$72.32	6.03%
Exports	\$18.79	-2.48%
Imports	\$53.52	9.38%
Deficit	\$(34.73)	

20

SAN DIEGO

Total Trade	\$58.91	4.26%
Exports	\$20.63	3.69%
Imports	\$38.28	4.58%
Deficit	\$(17.65)	

13

EL PASO

Total Trade	\$91.37	1.18%
Exports	\$39.70	3.66%
Imports	\$51.67	-0.65%
Deficit	\$(11.97)	

3

LAREDO

Total Trade	\$253.15	5.87%
Exports	\$112.42	6.80%
Imports	\$140.74	5.14%
Deficit	\$(28.32)	

4

2013 Ranking

1	Los Angeles
2	New York City
3	Laredo
4	Houston
5	Detroit
6	New Orleans
7	Chicago
8	Seattle
9	Atlanta/Savannah
10	San Francisco
11	Cleveland
12	Miami
13	El Paso
14	Buffalo
15	Philadelphia
16	Dallas
17	Low Value Shipments
18	Charleston
19	Norfolk
20	San Diego

17

LOW VALUE SHIPMENTS

Total Trade	\$68.28	4.59%
Exports	\$54.83	4.86%
Imports	\$13.44	3.52%
Surplus	\$41.39	

14

BUFFALO

Total Trade	\$86.63	-3.85%
Exports	\$44.19	-7.62%
Imports	\$42.44	0.40%
Surplus	\$1.75	

15

PHILADELPHIA

Total Trade	\$76.52	-2.03%
Exports	\$17.61	4.52%
Imports	\$58.90	-3.83%
Deficit	\$(41.29)	

5

DETROIT

Total Trade	\$243.83	-3.62%
Exports	\$121.47	-5.40%
Imports	\$122.36	-1.80%
Deficit	\$(0.90)	

2

NEW YORK CITY

Total Trade	\$378.95	-0.77%
Exports	\$155.12	-2.05%
Imports	\$223.83	0.13%
Deficit	\$(68.71)	

11

CLEVELAND

Total Trade	\$122.46	3.83%
Exports	\$33.06	4.73%
Imports	\$89.39	3.49%
Deficit	\$(56.33)	

19

NORFOLK

Total Trade	\$59.13	4.68%
Exports	\$29.79	7.61%
Imports	\$29.34	1.87%
Surplus	\$0.45	

9

ATLANTA/SAVANNAH

Total Trade	\$129.54	-2.13%
Exports	\$47.65	-7.92%
Imports	\$81.88	1.59%
Deficit	\$(34.23)	

18

CHARLESTON

Total Trade	\$66.01	2.36%
Exports	\$25.75	3.91%
Imports	\$40.25	1.40%
Deficit	\$(14.50)	

6

NEW ORLEANS

Total Trade	\$234.60	-3.76%
Exports	\$93.99	1.09%
Imports	\$140.62	-6.75%
Deficit	\$(46.63)	

12

MIAMI

Total Trade	\$120.49	-3.30%
Exports	\$67.93	-7.17%
Imports	\$52.56	2.21%
Surplus	\$15.37	

HOUSTON

Total Trade	\$251.98	-8.02%
Exports	\$129.09	1.79%
Imports	\$122.89	-16.48%
Surplus	\$6.20	

top U.S. Customs districts

1-YR CHG	2013 RANK	CUSTOMS DISTRICT	TOTAL TRADE 2013	TOTAL TRADE 2012	CHANGE	EXPORTS 2013	EXPORTS 2012	CHANGE	IMPORTS 2013	IMPORTS 2012	CHANGE	SURPLUS/(DEFICIT) 2013
		All Districts	\$3,845,706,834,309	\$3,821,028,323,416	0.65%	\$1,578,851,422,749	\$1,545,708,500,116	2.14%	\$2,266,855,411,560	\$2,275,319,823,300	-0.37%	(688,003,988,811)
0	1	Los Angeles	\$414,799,710,860	\$403,987,886,315	2.68%	\$126,957,763,153	\$121,260,478,829	4.70%	\$287,841,947,707	\$282,727,407,486	1.81%	(160,884,184,554)
0	2	New York City	\$378,947,761,187	\$381,899,677,314	-0.77%	\$155,117,175,309	\$158,361,134,678	-2.05%	\$223,830,585,878	\$223,538,542,636	0.13%	(68,713,410,569)
3	3	Laredo	\$253,154,147,307	\$239,114,086,668	5.87%	\$112,415,410,270	\$105,254,071,432	6.80%	\$140,738,737,037	\$133,860,015,236	5.14%	(28,323,326,767)
-1	4	Houston	\$251,981,501,984	\$273,956,788,950	-8.02%	\$129,092,608,246	\$126,817,452,817	1.79%	\$122,888,893,738	\$147,139,336,133	-16.48%	6,203,714,508
-1	5	Detroit	\$243,833,421,283	\$252,998,971,397	-3.62%	\$121,468,748,134	\$128,397,325,589	-5.40%	\$122,364,673,149	\$124,601,645,808	-1.80%	(895,925,015)
-1	6	New Orleans	\$234,603,539,492	\$243,771,733,702	-3.76%	\$93,986,597,424	\$92,974,595,433	1.09%	\$140,616,942,068	\$150,797,138,269	-6.75%	(46,630,344,644)
0	7	Chicago	\$192,525,089,400	\$187,455,780,948	2.70%	\$40,086,133,023	\$38,004,415,296	5.48%	\$152,438,956,377	\$149,451,365,652	2.00%	(112,352,823,354)
0	8	Seattle	\$152,978,827,452	\$138,697,999,402	10.30%	\$90,343,391,705	\$75,899,861,798	19.03%	\$62,635,435,747	\$62,798,137,604	-0.26%	27,707,955,958
0	9	Atlanta/Savannah	\$129,535,720,713	\$132,354,995,331	-2.13%	\$47,652,581,879	\$51,751,208,130	-7.92%	\$81,883,138,834	\$80,603,787,201	1.59%	(34,230,556,955)
1	10	San Francisco	\$123,903,654,814	\$119,265,573,124	3.89%	\$54,227,497,695	\$50,546,323,610	7.28%	\$69,676,157,119	\$68,719,249,514	1.39%	(15,448,659,424)
1	11	Cleveland	\$122,456,846,165	\$117,944,762,734	3.83%	\$33,062,048,950	\$31,567,699,662	4.73%	\$89,394,797,215	\$86,377,063,072	3.49%	(56,332,748,265)
-2	12	Miami	\$120,486,021,453	\$124,592,712,603	-3.30%	\$67,927,898,682	\$73,171,442,656	-7.17%	\$52,558,122,771	\$51,421,269,947	2.21%	15,369,775,911
0	13	El Paso	\$91,366,981,744	\$90,302,235,588	1.18%	\$39,699,705,912	\$38,298,188,315	3.66%	\$51,667,275,832	\$52,004,047,273	-0.65%	(11,967,569,920)
0	14	Buffalo	\$86,630,040,239	\$90,101,969,390	-3.85%	\$44,187,976,105	\$47,830,630,855	-7.62%	\$42,442,064,134	\$42,271,338,535	0.40%	1,745,911,971
0	15	Philadelphia	\$76,515,982,982	\$78,102,797,415	-2.03%	\$17,611,186,540	\$16,849,118,150	4.52%	\$58,904,796,442	\$61,253,679,265	-3.83%	(41,293,609,902)
0	16	Dallas	\$72,315,063,619	\$68,201,103,331	6.03%	\$18,790,279,729	\$19,267,447,482	-2.48%	\$53,524,783,890	\$48,933,655,849	9.38%	(34,734,504,161)
0	17	Low Value Shipments	\$68,275,620,336	\$65,277,710,856	4.59%	\$54,832,902,906	\$52,291,988,556	4.86%	\$13,442,717,430	\$12,985,722,300	3.52%	41,390,185,476
0	18	Charleston	\$66,005,265,539	\$64,482,154,108	2.36%	\$25,754,374,885	\$24,786,065,288	3.91%	\$40,250,890,654	\$39,696,088,820	1.40%	(14,496,515,769)
1	19	Norfolk	\$59,129,446,708	\$56,483,625,486	4.68%	\$29,791,760,105	\$27,685,452,025	7.61%	\$29,337,686,603	\$28,798,173,461	1.87%	454,073,502
-1	20	San Diego	\$58,908,649,410	\$56,499,268,947	4.26%	\$20,630,586,836	\$19,895,981,360	3.69%	\$38,278,062,574	\$36,603,287,587	4.58%	(17,647,475,738)
0	21	Baltimore	\$54,137,667,263	\$55,641,751,590	-2.70%	\$21,122,379,164	\$22,001,015,548	-3.99%	\$33,015,288,099	\$33,640,736,042	-1.86%	(11,892,908,935)
0	22	Great Falls, Mont.	\$52,286,938,203	\$49,648,668,352	5.31%	\$23,727,792,840	\$21,664,946,216	9.52%	\$28,559,145,363	\$27,983,722,136	2.06%	(4,831,352,523)
1	23	Port Arthur, Texas	\$50,988,322,307	\$45,742,519,613	11.47%	\$14,561,300,670	\$10,321,986,044	41.07%	\$36,427,021,637	\$35,420,533,569	2.84%	(21,865,720,967)
-1	24	Pembina, N.D.	\$50,532,547,617	\$46,586,959,748	8.47%	\$31,121,388,503	\$28,576,632,798	8.91%	\$19,411,159,114	\$18,010,326,950	7.78%	11,710,229,389
0	25	Ogdensburg, N.Y.	\$46,640,416,297	\$45,568,493,158	2.35%	\$17,793,372,301	\$17,820,049,870	-0.15%	\$28,847,043,996	\$27,748,443,288	3.96%	(11,053,671,695)
0	26	San Juan	\$41,426,500,137	\$42,278,068,735	-2.01%	\$17,373,919,885	\$16,318,024,644	6.47%	\$24,052,580,252	\$25,960,044,091	-7.35%	(6,678,660,367)
1	27	Jacksonville/Tampa	\$37,944,831,394	\$37,470,778,026	1.27%	\$17,532,453,159	\$17,040,557,416	2.89%	\$20,412,378,235	\$20,430,220,610	-0.09%	(2,879,925,076)
-1	28	Mobile, Ala.	\$37,550,104,773	\$39,396,925,919	-4.69%	\$12,762,003,014	\$12,828,793,937	-0.52%	\$24,788,101,759	\$26,568,131,982	-6.70%	(12,026,098,745)
1	29	Nogales/Phoenix	\$35,896,304,954	\$31,000,995,850	15.79%	\$13,901,961,264	\$12,031,349,680	15.55%	\$21,994,343,690	\$18,969,646,170	15.94%	(8,092,382,426)
2	30	Boston	\$29,112,141,420	\$28,016,345,334	3.91%	\$6,937,229,756	\$7,106,658,283	-2.38%	\$22,174,911,664	\$20,909,687,051	6.05%	(15,237,681,908)
0	31	Col.-Snake Riv/Port.	\$27,982,696,587	\$29,392,166,101	-4.80%	\$14,686,279,989	\$15,759,167,310	-6.81%	\$13,296,416,598	\$13,632,998,791	-2.47%	1,389,863,391
-3	32	Anchorage	\$25,247,648,468	\$31,012,566,637	-18.59%	\$15,415,556,044	\$16,025,050,898	-3.80%	\$9,832,092,424	\$14,987,515,739	-34.40%	5,583,463,620
0	33	St. Louis	\$24,158,740,856	\$22,539,087,721	7.19%	\$521,471,623	\$865,042,312	-39.72%	\$23,637,269,233	\$21,674,045,409	9.06%	(23,115,797,610)
1	34	Minneapolis	\$19,762,854,839	\$19,625,327,782	0.70%	\$2,842,313,073	\$2,805,414,291	1.32%	\$16,920,541,766	\$16,819,913,491	0.60%	(14,078,228,693)
-1	35	Wilmington, N.C.	\$18,715,792,467	\$20,384,162,330	-8.18%	\$5,416,700,577	\$5,769,617,943	-6.12%	\$13,299,091,890	\$14,614,544,387	-9.00%	(7,882,391,313)
0	36	Portland, Maine	\$18,648,525,068	\$16,991,114,394	9.75%	\$5,017,685,376	\$4,944,064,375	1.49%	\$13,630,839,692	\$12,047,050,019	13.15%	(8,613,154,316)
0	37	Honolulu	\$17,028,321,262	\$16,210,871,162	5.04%	\$11,428,716,981	\$9,754,395,242	17.16%	\$5,599,604,281	\$6,456,475,920	-13.27%	5,829,112,700
0	38	Duluth, Minn.	\$16,103,676,033	\$13,010,116,247	23.78%	\$6,368,555,564	\$4,625,851,348	37.67%	\$9,735,120,469	\$8,384,264,899	16.11%	(3,366,564,905)
0	39	St. Albans, Vermont	\$13,287,208,963	\$12,629,007,776	5.21%	\$3,037,553,277	\$3,166,062,128	-4.06%	\$10,249,655,686	\$9,462,945,648	8.31%	(7,212,102,409)
0	40	Washington, D.C.	\$10,748,104,968	\$12,225,255,610	-12.08%	\$5,118,011,094	\$5,425,471,512	-5.67%	\$5,630,093,874	\$6,799,784,098	-17.20%	(512,082,780)
0	41	Providence, R.I.	\$9,365,420,777	\$8,384,355,123	11.70%	\$328,937,426	\$356,390,944	-7.70%	\$9,036,483,351	\$8,027,964,179	12.56%	(8,707,545,925)
0	42	Norfolk/Mobile/Charleston	\$6,846,845,477	\$8,190,619,641	-16.41%	\$6,846,845,477	\$8,190,619,641	-16.41%	N/A	N/A	N/A	6,846,845,477
0	43	U.S. Virgin Islands	\$1,490,324,613	\$2,130,307,715	-30.04%	\$1,019,416,553	\$882,602,815	15.50%	\$470,908,060	\$1,247,704,900	-62.26%	548,508,493
0	44	Milwaukee	\$1,241,769,331	\$1,219,291,416	1.84%	\$134,792,551	\$291,567,273	-53.77%	\$1,106,976,780	\$927,724,143	19.32%	(972,184,229)
0	45	Mail Shipments	\$191,033,484	\$211,456,705	-9.66%	\$191,033,484	\$211,456,705	-9.66%	N/A	N/A	N/A	191,033,484
0	46	Vessels Under Own Power	\$18,804,064	\$29,277,122	-35.77%	\$7,125,616	\$14,828,982	-51.95%	\$11,678,448	\$14,448,140	-19.17%	(4,552,832)

Source: WorldCity analysis of U.S. Census Bureau data



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TRADE ON THE EDGE

*Texas begins here!
Laredo is located on MM1
of IH-35 and is the #1 inland
port in the United States.*

International trade, logistics, and distribution is the economic driver of the Port of Laredo. Since May 15, 1755, the Port of Laredo has been the preferred border crossing between the United States and Mexico. Beginning with livestock and cotton, the Port now crosses cars, cell phones, and computer chips, among an array of many other products. 259 years later, that small Indian ford on the Rio Grande is the largest Inland Port and 3rd largest U.S. Customs District in the United States. Laredo, Texas is now a vibrant and progressive City focused on the movement of commerce.

During 2013, the Laredo Customs District handled \$253 Billion in commerce from more than 70 countries. The international trade activity along with the strong pro-business climate in Laredo has given Laredo an unemployment rate of 6.3%, the lowest on the Texas-Mexico border.

Laredo International Airport

The Bi-National business climate that exists in Laredo is no more evident than in the new Mexican Customs/U.S. Customs Federal Inspection Facility (FIS) located at the Laredo International Airport (LRD). This is the first time that Mexican Customs (SAT) officials are working alongside CBP officials to pre-clear Mexico bound air cargo. Air cargo is cleared at LRD and enters Mexico as domestic air cargo. As domestic cargo, there is no need for the cargo to be placed in a Mexican bonded warehouse, which means a faster and more efficient transit time at a lower cost.

With the addition of the Mexican Customs facility, the Laredo International Airport has invested more than \$200 million in airport infrastructure improvements.

These improvements have included eight (8) phases of General Aviation apron reconstruction, reconstruction of three runways, a runway extension project creating the longest commercial runway in South Texas, and various safety and security upgrades making LRD a world class airport preparing itself for the future. The Laredo International Airport is the only airport on the U.S.-Mexico border with U.S. Customs clearance 24/7/365. With these steady improvements for future growth, LRD will continue to move up from its current ranking of 43rd in All-Cargo airports in the United States.

At the heart of the air cargo moving through the Laredo International Airport is air cargo in the growing automotive, electronics, and aerospace sectors. Scheduled cargo service is provided by FedEx and UPS, and on-demand charter is available from over 26

cargo charter carriers.

Advantages of the Laredo Business Environment

The pro-business climate that exists in Laredo has fostered various new development projects including large investments by Celedon, UPS Ground, Con-Way, Exel Logistics, Pro-Trans, and others. They are all taking advantage of Laredo's ideal geographic location, young and energetic workforce, and is complemented by an array of visible private sector investment all across the city.

The Port of Laredo also has the unique distinction of being strategically located between two large gas/oil shales, the Eagle Ford Shale to the north and the Burgos Basin to the south. The Eagle Ford Shale has been described as the largest gas/oil find since the Gulf of Mexico. Oil/Gas well activity in the area has increased from 0 in 2008 to more than 2,000 drilling permits in 2013. The Eagle Ford Shale extends southwest into Mexico and with the recent energy sector reform in that country, the Port of Laredo is expected to see a tremendous increase in oil/gas products moving between the two countries.

Laredo Bridge System Infrastructure

Public investment is being made to ensure that the port continues to maintain its trade handling status and to bring in even more business. Multi-million dollar projects have been completed recently that enhance cargo inspection for refrigerated and perishable products at the World Trade Bridge and Colombia-Solidarity Bridge crossings. These are federally staffed inspection points that will allow the Port to receive and process shipments of produce, floral and food products. In addition to these two bridge head enhancement projects, the City of Laredo invested in a lane expansion project for U.S. in

CBP Refrigerated Inspection Facilities World Trade Bridge

bound federal inspection stations at the World Trade Bridge, where daily over 12,000 cargo vehicles are already being processed. The added inspection infrastructure allows for more Federal Customs agents to be on the job, keeping Laredo in its preeminent position as the number in-land port in the nation. All of these enhancements alone amount to over \$7 million in public dollars towards a safer and larger logistic and trade handling capacity.

Marketing and Promotion

Port promotion is another area of public sector investment, where marketing teams have assembled to conduct active outreach and build partnerships with trade related collaborators in South America, Central America, and Mexico. In recent years, the Port of Laredo has had tradeshow appearances at PMA Fresh Summit, Ports to Plains

Conference, Texas Produce Association annual conference, Eagle Ford Shale Consortium annual conferences, the Federation of National Associations of International Freight Forwarders and Logistics Operators of Latin America and the Caribbean, and the World Logistics Forum. These opportunities to network have lead to numerous leads, site visits and booked business for the Port of Laredo and will continue into the future.

Upward trends continue to stand out in the statistics evidenced in this publication; and it is across various commerce sectors where this can most clearly be witnessed. This community is open for business and will continue to leverage its international trade, logistics, and distribution handling expertise to follow a path to prosperity.



Columbia-Solidarity Bridge 8 Primary Lanes



CBP Refrigerated Inspection Facilities Columbia-Solidarity Bridge

laredo trade 2013: **top 100 trade partners**

source: WorldCity analysis of U.S. Census Bureau data

LAREDO

CHANGE FROM 2012

Total Trade	\$253.15 billion	5.87%
Exports	\$112.42 billion	6.80%
Imports	\$140.74 billion	5.14%
Deficit	\$(28.32) billion	

The Americas

Rank	Country	Trade (\$ millions)
1	Mexico	\$243,294.61
6	Nicaragua	\$447.76
9	Canada	\$228.37
11	Colombia	\$213.96
16	Guatemala	\$129.08
19	Brazil	\$107.58
23	Panama	\$80.84
27	El Salvador	\$40.90
28	Costa Rica	\$40.64
34	Belize	\$24.37
35	Honduras	\$23.04
36	Peru	\$20.96
38	Argentina	\$17.16
47	Dominican Republic	\$10.31
49	Chile	\$8.87
58	Bolivia	\$2.71
61	Ecuador	\$2.16
63	Guyana	\$2.05
68	Anguilla	\$1.31
72	Paraguay	\$0.77
73	Venezuela	\$0.75
76	Montserrat	\$0.59
79	Curacao	\$0.55
85	Bahamas	\$0.47
87	St Vincent & the Grenadines	\$0.44
89	Jamaica	\$0.43

Africa

Rank	Country	Trade (\$ millions)
25	South Africa	\$53.18
53	Mayotte	\$6.01
75	Western Sahara	\$0.66
80	Mauritius	\$0.53
81	Morocco	\$0.51
82	Ethiopia	\$0.49
93	Mauritania	\$0.29
95	Gabon	\$0.28
96	Tunisia	\$0.25
97	Mozambique	\$0.24



laredo top 100 trade partners

1-YR CHG	2013 RANK	Country	TOTAL TRADE 2013	TOTAL TRADE 2012	CHANGE	TOTAL EXPORTS 2013	TOTAL EXPORTS 2012	CHANGE	TOTAL IMPORTS 2013	TOTAL IMPORTS 2012	CHANGE	SURPLUS/(DEFICIT) 2013
		World Total	\$253,154,147,307	\$239,114,086,668	5.87%	\$112,415,410,270	\$105,254,071,432	6.80%	\$140,738,737,037	\$133,860,015,236	5.14%	(\$28,323,326,767)
0	1	Mexico	\$243,294,608,219	\$229,421,589,977	6.05%	\$111,808,401,626	\$104,752,956,369	6.74%	\$131,486,206,593	\$124,668,633,608	5.47%	(\$19,677,804,967)
0	2	China	\$3,897,930,333	\$3,319,116,367	17.44%	\$10,407,513	\$10,071,160	3.34%	\$3,887,522,820	\$3,309,045,207	17.48%	(\$3,877,115,307)
0	3	Malaysia	\$906,260,393	\$897,236,683	1.01%	\$1,095,054	\$1,188,985	-7.90%	\$905,165,339	\$896,047,698	1.02%	(\$904,070,285)
0	4	Japan	\$571,735,782	\$597,462,981	-4.31%	\$4,129,620	\$5,632,375	-26.68%	\$567,606,162	\$591,830,606	-4.09%	(\$563,476,542)
1	5	Thailand	\$484,123,969	\$408,657,286	18.47%	\$400,660	\$384,686	4.15%	\$483,723,309	\$408,272,600	18.48%	(\$483,322,649)
1	6	Nicaragua	\$447,762,896	\$383,630,231	16.72%	\$16,039,042	\$23,289,951	-31.13%	\$431,723,854	\$360,340,280	19.81%	(\$415,684,812)
3	7	United Kingdom	\$393,536,580	\$320,000,756	22.98%	\$7,003,850	\$12,840,581	-45.46%	\$386,532,730	\$307,160,175	25.84%	(\$379,528,880)
4	8	Germany	\$262,514,732	\$254,469,382	3.16%	\$2,579,208	\$2,657,440	-2.94%	\$259,935,524	\$251,811,942	3.23%	(\$257,356,316)
2	9	Canada	\$228,369,484	\$259,522,778	-12.00%	\$2,450,527	\$7,639,809	-67.92%	\$225,918,957	\$251,882,969	-10.31%	(\$223,468,430)
-2	10	Taiwan	\$218,690,938	\$374,810,904	-41.65%	\$432,670	\$7,090,239	-93.90%	\$218,258,268	\$367,720,665	-40.65%	(\$217,825,598)
13	11	Colombia	\$213,957,791	\$54,135,463	295.23%	\$212,381,920	\$52,682,396	303.14%	\$1,575,871	\$1,453,067	8.45%	\$210,806,049
-7	12	Italy	\$198,416,244	\$506,941,375	-60.86%	\$910,149	\$411,190	121.35%	\$197,506,095	\$506,530,185	-61.01%	(\$196,595,946)
-4	13	South Korea	\$188,256,857	\$355,089,240	-46.98%	\$609,943	\$4,911,181	-87.58%	\$187,646,914	\$350,178,059	-46.41%	(\$187,036,971)
4	14	Sweden	\$136,653,642	\$112,410,752	21.57%	\$1,274,066	\$179,186	611.03%	\$135,379,576	\$112,231,566	20.63%	(\$134,105,510)
1	15	France	\$135,807,339	\$126,592,180	7.28%	\$776,310	\$452,912	71.40%	\$135,031,029	\$126,139,268	7.05%	(\$134,254,719)
-1	16	Guatemala	\$129,082,046	\$134,958,021	-4.35%	\$117,167,862	\$121,822,817	-3.82%	\$11,914,184	\$13,135,204	-9.30%	\$105,253,678
-4	17	Poland	\$115,657,683	\$186,297,168	-37.92%	\$61,623	N/A	N/A	\$115,596,060	\$186,297,168	-37.95%	(\$115,534,437)
1	18	Netherlands	\$113,360,418	\$95,308,369	18.94%	\$8,350,951	\$183,120	4460%	\$105,009,467	\$95,125,249	10.39%	(\$96,658,516)
-2	19	Brazil	\$107,579,207	\$124,255,762	-13.42%	\$892,199	\$2,019,986	-55.83%	\$106,687,008	\$122,235,776	-12.72%	(\$105,794,809)
1	20	Singapore	\$101,613,091	\$77,759,145	30.68%	\$4,201,828	\$4,307,047	-2.44%	\$97,411,263	\$73,452,098	32.62%	(\$93,209,435)
-7	21	India	\$101,035,898	\$143,001,925	-29.35%	\$917,818	\$1,759,282	-47.83%	\$100,118,080	\$141,242,643	-29.12%	(\$99,200,262)
0	22	Vietnam	\$88,399,431	\$75,013,188	17.85%	\$48,896	\$76,828	-36.36%	\$88,350,535	\$74,936,360	17.90%	(\$88,301,639)
-3	23	Panama	\$80,841,658	\$83,780,542	-3.51%	\$71,921,644	\$82,534,058	-12.86%	\$8,920,014	\$1,246,484	615.61%	\$63,001,630
-1	24	Greece	\$79,621,784	\$57,558,665	38.33%	\$3,250	N/A	N/A	\$79,618,534	\$57,558,665	38.33%	(\$79,615,284)
14	25	South Africa	\$53,178,990	\$19,650,477	170.62%	\$92,134	\$83,857	9.87%	\$53,086,856	\$19,566,620	171.31%	(\$52,994,722)
1	26	Philippines	\$41,959,478	\$40,802,297	2.84%	\$32,559	\$374,371	-91.30%	\$41,926,919	\$40,427,926	3.71%	(\$41,894,360)
4	27	El Salvador	\$40,895,166	\$35,186,573	16.22%	\$30,215,624	\$34,885,827	-13.39%	\$10,679,542	\$300,746	3451%	\$19,536,082
-3	28	Costa Rica	\$40,635,446	\$51,435,080	-21.00%	\$7,625,271	\$8,115,601	-6.04%	\$33,010,175	\$43,319,479	-23.80%	(\$25,384,904)
5	29	Estonia	\$38,442,432	\$29,192,144	31.69%	\$4,550	\$4,550	0.00%	\$38,437,882	\$29,187,594	31.69%	(\$38,433,332)
3	30	Spain	\$32,534,010	\$32,222,728	0.97%	\$97,566	\$108,347	-9.95%	\$32,436,444	\$32,114,381	1.00%	(\$32,338,878)
-2	31	Indonesia	\$32,478,181	\$38,401,072	-15.42%	\$246,558	\$1,309,848	-81.18%	\$32,231,623	\$37,091,224	-13.10%	(\$31,985,065)
8	32	Hong Kong	\$25,701,551	\$19,642,489	30.85%	\$572,206	\$1,818,489	-68.53%	\$25,129,345	\$17,824,000	40.99%	(\$24,557,139)
4	33	Ireland	\$24,538,460	\$20,992,821	16.89%	\$21,902	\$7,353	197.86%	\$24,516,558	\$20,985,468	16.83%	(\$24,494,656)
2	34	Belize	\$24,365,021	\$22,763,542	7.04%	\$23,773,171	\$22,098,951	7.58%	\$591,850	\$664,591	-10.95%	\$23,181,321
-5	35	Honduras	\$23,044,406	\$35,350,940	-34.81%	\$17,576,945	\$28,357,112	-38.02%	\$5,467,461	\$6,993,828	-21.82%	\$12,109,484
14	36	Peru	\$20,963,668	\$9,552,600	119.46%	\$19,064,389	\$2,152,071	785.86%	\$1,899,279	\$7,400,529	-74.34%	\$17,165,110
8	37	Czech Republic	\$18,992,593	\$12,171,956	56.04%	\$554,209	\$972,720	-43.02%	\$18,438,384	\$11,199,236	64.64%	(\$17,884,175)
-3	38	Argentina	\$17,162,491	\$26,867,300	-36.12%	\$1,508,387	\$8,342,626	-81.92%	\$15,654,104	\$18,524,674	-15.50%	(\$14,145,717)
2	39	Switzerland	\$16,966,732	\$19,186,470	-11.57%	\$45,344	\$21,322	112.66%	\$16,921,388	\$19,165,148	-11.71%	(\$16,876,044)
-2	40	Hungary	\$15,182,122	\$20,204,850	-24.86%	\$517,603	\$693,305	-25.34%	\$14,664,519	\$19,511,545	-24.84%	(\$14,146,916)
11	41	Turkey	\$14,498,076	\$8,370,308	73.21%	\$4,397,169	\$75,000	5762%	\$10,100,907	\$8,295,308	21.77%	(\$5,703,738)
5	42	Austria	\$14,355,923	\$10,310,092	39.24%	\$219,948	\$725,455	-69.68%	\$14,135,975	\$9,584,637	47.49%	(\$13,916,027)
0	43	Pakistan	\$13,808,178	\$17,643,861	-21.74%	N/A	\$127,611	-100.00%	\$13,808,178	\$17,516,250	-21.17%	(\$13,808,178)
0	44	Israel	\$13,306,034	\$15,619,379	-14.81%	\$3,249,744	\$2,987,886	8.76%	\$10,056,290	\$12,631,493	-20.39%	(\$6,806,546)
6	45	Australia	\$12,447,987	\$8,697,842	43.12%	\$1,270,021	\$1,886,947	-32.69%	\$11,177,966	\$6,810,895	64.12%	(\$9,907,945)
0	46	Russia	\$11,957,944	\$10,364,172	15.38%	\$688,323	\$51,785	1229%	\$11,269,621	\$10,312,387	9.28%	(\$10,581,298)
8	47	Dominican Republic	\$10,306,947	\$6,456,274	59.64%	\$28,748	\$101,452	-71.66%	\$10,278,199	\$6,354,822	61.74%	(\$10,249,451)
9	48	Finland	\$9,629,785	\$6,304,689	52.74%	\$73,581	\$44,850	64.06%	\$9,556,204	\$6,259,839	52.66%	(\$9,482,623)
-7	49	Chile	\$8,873,528	\$17,657,444	-49.75%	\$5,707,658	\$12,155,409	-53.04%	\$3,165,870	\$5,502,035	-42.46%	\$2,541,788

Source: WorldCity analysis of U.S. Census data

LAREDO TOP 100 TRADE PARTNERS

1-YR CHG	2013 RANK	Country	TOTAL TRADE 2013	TOTAL TRADE 2012	CHANGE	TOTAL EXPORTS 2013	TOTAL EXPORTS 2012	CHANGE	TOTAL IMPORTS 2013	TOTAL IMPORTS 2012	CHANGE	SURPLUS/(DEFICIT) 2013
-18	50	Denmark	\$7,375,446	\$35,042,975	-78.95%	\$158,069	\$68,375	131.18%	\$7,217,377	\$34,974,600	-79.36%	(\$7,059,308)
-23	51	Portugal	\$6,602,331	\$39,956,379	-83.48%	N/A	N/A	N/A	\$6,602,331	\$39,956,379	-83.48%	(\$6,602,331)
58	52	Qatar	\$6,234,004	\$106,184	5770%	\$21,248	\$106,184	-79.99%	\$6,212,756	N/A	N/A	(\$6,191,508)
-5	53	Mayotte	\$6,014,123	\$10,308,355	-41.66%	\$6,014,123	\$10,308,355	-41.66%	N/A	N/A	N/A	\$6,014,123
22	54	U. A. E.	\$4,889,745	\$908,929	437.97%	\$691,841	\$214,185	223.01%	\$4,197,904	\$694,744	504.24%	(\$3,506,063)
-1	55	Romania	\$3,642,348	\$7,099,096	-48.69%	\$193,913	\$433,297	-55.25%	\$3,448,435	\$6,665,799	-48.27%	(\$3,254,522)
-7	56	Norway	\$3,355,218	\$9,989,914	-66.41%	N/A	N/A	N/A	\$3,355,218	\$9,989,914	-66.41%	(\$3,355,218)
3	57	Belgium	\$2,920,163	\$3,209,954	-9.03%	\$54,127	\$72,304	-25.14%	\$2,866,036	\$3,137,650	-8.66%	(\$2,811,909)
120	58	Bolivia	\$2,710,761	N/A	N/A	\$2,710,761	N/A	N/A	N/A	N/A	N/A	\$2,710,761
0	59	Saudi Arabia	\$2,567,539	\$4,588,109	-44.04%	\$2,541,201	\$2,227,183	14.10%	\$26,338	\$2,360,926	-98.88%	\$2,514,863
13	60	Slovakia	\$2,334,904	\$1,004,552	132.43%	\$181,560	\$213,008	-14.76%	\$2,153,344	\$791,544	172.04%	(\$1,971,784)
-8	61	Ecuador	\$2,160,017	\$8,164,968	-73.55%	\$1,698,938	\$8,102,535	-79.03%	\$461,079	\$62,433	638.52%	\$1,237,859
5	62	Micronesia	\$2,130,901	\$1,409,923	51.14%	\$2,130,901	\$1,408,258	51.31%	N/A	\$1,665	-100.00%	\$2,130,901
36	63	Guyana	\$2,045,696	\$195,721	945.21%	N/A	N/A	N/A	\$2,045,696	\$195,721	945.21%	(\$2,045,696)
4	64	Macau	\$1,658,570	\$1,244,085	33.32%	\$1,649,194	\$1,178,441	39.95%	\$9,376	\$65,644	-85.72%	\$1,639,818
0	65	New Zealand	\$1,596,629	\$1,690,567	-5.56%	\$11,520	\$22,803	-49.48%	\$1,585,109	\$1,667,764	-4.96%	(\$1,573,589)
3	66	Slovenia	\$1,464,759	\$1,158,236	26.46%	\$79,449	\$287,042	-72.32%	\$1,385,310	\$871,194	59.01%	(\$1,305,861)
-5	67	Ukraine	\$1,364,391	\$2,588,995	-47.30%	\$144,571	\$3,219	4391%	\$1,219,820	\$2,585,776	-52.83%	(\$1,075,249)
-4	68	Anguilla	\$1,308,690	\$1,816,467	-27.95%	N/A	N/A	N/A	\$1,308,690	\$1,816,467	-27.95%	(\$1,308,690)
-6	69	Sri Lanka	\$1,249,248	\$1,983,927	-37.03%	\$29,250	N/A	N/A	\$1,219,998	\$1,983,927	-38.51%	(\$1,190,748)
-14	70	Cambodia	\$1,159,456	\$6,359,271	-81.77%	\$9,361	\$19,574	-52.18%	\$1,150,095	\$6,339,697	-81.86%	(\$1,140,734)
68	71	Bulgaria	\$768,225	\$9,943	7626%	\$12,994	N/A	N/A	\$755,231	\$9,943	7495%	(\$742,237)
36	72	Paraguay	\$766,988	\$120,141	538.41%	N/A	N/A	N/A	\$766,988	\$120,141	538.41%	(\$766,988)
5	73	Venezuela	\$752,051	\$609,765	23.33%	\$692,051	\$90,043	668.58%	\$60,000	\$519,722	-88.46%	\$632,051
27	74	Macedonia	\$740,755	\$190,240	289.38%	\$696,007	\$188,901	268.45%	\$44,748	\$1,339	3241%	\$651,259
167	75	Western Sahara	\$659,699	N/A	N/A	N/A	N/A	N/A	\$659,699	N/A	N/A	(\$659,699)
14	76	Montserrat	\$592,323	\$289,250	104.78%	\$258,962	\$238,733	8.47%	\$333,361	\$50,517	559.90%	(\$74,399)
32	77	New Caledonia	\$554,230	\$118,273	368.60%	\$522,275	\$118,273	341.58%	\$31,955	N/A	N/A	\$490,320
-4	78	Monaco	\$551,416	\$1,004,042	-45.08%	\$99,215	\$523,968	-81.06%	\$452,201	\$480,074	-5.81%	(\$352,986)
44	79	Curacao	\$550,595	\$26,976	1941%	N/A	N/A	N/A	\$550,595	\$26,976	1941%	(\$550,595)
-8	80	Mauritius	\$530,859	\$1,020,184	-47.96%	\$370,804	\$666,607	-44.37%	\$160,055	\$353,577	-54.73%	\$210,749
-23	81	Morocco	\$511,994	\$5,050,867	-89.86%	\$157,869	\$233,797	-32.48%	\$354,125	\$4,817,070	-92.65%	(\$196,256)
-5	82	Ethiopia	\$494,807	\$780,306	-36.59%	\$22,018	N/A	N/A	\$472,789	\$780,306	-39.41%	(\$450,771)
-1	83	Turkmenistan	\$494,806	\$452,378	9.38%	\$493,839	\$450,827	9.54%	\$967	\$1,551	-37.65%	\$492,872
-4	84	Bangladesh	\$487,801	\$601,808	-18.94%	\$7,394	N/A	N/A	\$480,407	\$601,808	-20.17%	(\$473,013)
-59	85	Bahamas	\$466,178	\$44,953,521	-98.96%	\$208,232	N/A	N/A	\$257,946	\$44,953,521	-99.43%	(\$49,714)
0	86	Egypt	\$452,836	\$314,847	43.83%	\$16,464	\$32,100	-48.71%	\$436,372	\$282,747	54.33%	(\$419,908)
144	87	St Vincent/Grenadines	\$440,000	N/A	N/A	N/A	N/A	N/A	\$440,000	N/A	N/A	(\$440,000)
9	88	Andorra	\$428,543	\$209,065	104.98%	\$428,543	\$209,065	104.98%	N/A	N/A	N/A	\$428,543
5	89	Jamaica	\$427,501	\$230,985	85.08%	\$37,166	\$12,814	190.04%	\$390,335	\$218,171	78.91%	(\$353,169)
-6	90	Croatia	\$370,944	\$433,846	-14.50%	N/A	N/A	N/A	\$370,944	\$433,846	-14.50%	(\$370,944)
-16	91	Montenegro	\$352,985	\$954,404	-63.02%	\$23,403	\$822,178	-97.15%	\$329,582	\$132,226	149.26%	(\$306,179)
14	92	Nepal	\$308,000	\$134,724	128.62%	\$303,963	\$134,724	125.62%	\$4,037	N/A	N/A	\$299,926
33	93	Mauritania	\$290,950	\$17,325	1579%	\$287,350	\$13,152	2084%	\$3,600	\$4,173	-13.73%	\$283,750
-15	94	Georgia	\$288,147	\$608,586	-52.65%	\$185,865	\$145,457	27.78%	\$102,282	\$463,129	-77.92%	\$83,583
8	95	Gabon	\$277,334	\$183,980	50.74%	\$264,951	\$183,980	44.01%	\$12,383	N/A	N/A	\$252,568
6	96	Tunisia	\$245,755	\$187,832	30.84%	\$23,466	\$53,522	-56.16%	\$222,289	\$134,310	65.50%	(\$198,823)
-8	97	Mozambique	\$241,135	\$290,555	-17.01%	\$120,900	\$121,529	-0.52%	\$120,235	\$169,026	-28.87%	\$665
-7	98	Bahrain	\$227,535	\$282,240	-19.38%	\$2,888	\$24,176	-88.05%	\$224,647	\$258,064	-12.95%	(\$221,759)
6	99	Mongolia	\$221,416	\$154,040	43.74%	\$160,956	\$144,386	11.48%	\$60,460	\$9,654	526.27%	\$100,496
16	100	Malta	\$203,147	\$67,457	201.15%	\$27,552	N/A	N/A	\$175,595	\$67,457	160.31%	(\$148,043)

Source: WorldCity analysis of U.S. Census data



Laredo improves share of Mexico trade in 2013

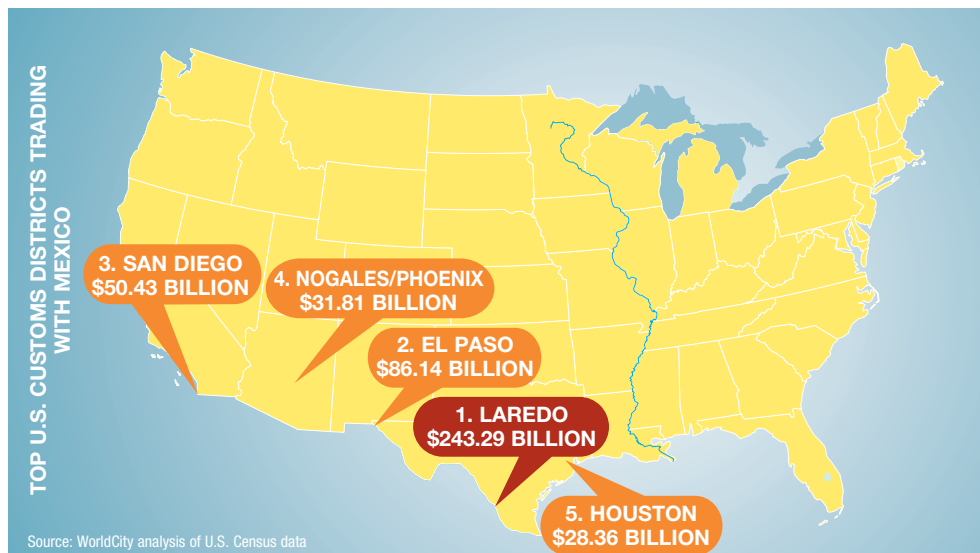
Mexico's trade with the United States grew by \$13.87 billion in 2013, establishing a record for the fourth consecutive year at \$243.29 billion. Mexico's trade with the rest of the United States fell \$765.60 million.

EXPORTS: Motor vehicle parts were worth four times as much as the second most important export, gasoline and other fuels. But gasoline exports rose more than four times as rapidly and advanced from Laredo's fourth most important export in 2012 to No. 2.

IMPORTS: Six of the top 10 imports grew at a double-digit pace in 2013, with two of them – electrical boards and air conditioning machines both growing faster than 20 percent each.

BALANCE OF TRADE: Laredo's deficit with Mexico fell slightly from the record \$19.68 billion set in 2012.

MARKET SHARE: Laredo accounted for 48.02 percent of all U.S.-Mexico trade, the highest share since 2002. [WC](#)



Top 20 U.S. Customs districts trading with Mexico

RANK	CUSTOMS DISTRICT	2013 TOTAL TRADE	CHANGE	EXPORTS TO MEXICO	IMPORTS FROM MEXICO	SURPLUS/ (DEFICIT)
All Districts						
		\$506,608,442,625	2.66%	\$226,152,926,983	\$280,455,515,642	(54,302,588,659)
1	Laredo	\$243,294,608,219	6.05%	\$111,808,401,626	\$131,486,206,593	(19,677,804,967)
2	El Paso	\$86,139,456,250	-0.04%	\$39,636,451,462	\$46,503,004,788	(6,866,553,326)
3	San Diego	\$50,429,388,847	3.45%	\$19,695,395,961	\$30,733,992,886	(11,038,596,925)
4	Nogales/Phoenix	\$31,812,615,758	16.31%	\$12,465,694,213	\$19,346,921,545	(6,881,227,332)
5	Houston	\$28,356,683,031	-7.11%	\$13,420,850,070	\$14,935,832,961	(1,514,982,891)
6	New Orleans	\$16,000,722,619	-2.99%	\$7,593,254,979	\$8,407,467,640	(814,212,661)
7	Port Arthur, Texas	\$12,587,977,776	-22.12%	\$3,301,598,138	\$9,286,379,638	(5,984,781,500)
8	Low Value Shipments	\$8,382,016,752	4.94%	\$6,595,458,600	\$1,786,558,152	4,808,900,448
9	Mobile, Ala.	\$5,391,749,529	3.16%	\$1,094,607,522	\$4,297,142,007	(3,202,534,485)
10	Cleveland	\$3,606,990,700	-11.00%	\$944,377,410	\$2,662,613,290	(1,718,235,880)
11	Los Angeles	\$2,560,484,306	-8.28%	\$1,539,031,424	\$1,021,452,882	517,578,542
12	Miami	\$2,527,962,827	-27.65%	\$1,036,966,866	\$1,490,995,961	(454,029,095)
13	Seattle	\$2,068,105,556	4.57%	\$1,928,481,763	\$139,623,793	1,788,857,970
14	Jacksonville/Tampa	\$1,738,853,226	11.32%	\$624,840,999	\$1,114,012,227	(489,171,228)
15	San Francisco	\$1,698,962,777	-4.08%	\$1,386,676,537	\$312,286,240	1,074,390,297
16	New York City	\$1,334,802,442	-8.50%	\$832,554,781	\$502,247,661	330,307,120
17	Atlanta/Savannah	\$1,321,028,794	0.44%	\$167,704,011	\$1,153,324,783	(985,620,772)
18	Dallas	\$1,204,314,035	-0.82%	\$491,740,576	\$712,573,459	(220,832,883)
19	Baltimore	\$800,088,314	46.89%	\$72,016,608	\$728,071,706	(656,055,098)
20	Providence, R.I.	\$791,888,533	-8.01%	\$551,000	\$791,337,533	(790,786,533)

Source: WorldCity analysis of U.S. Census data

Top Laredo exports to Mexico in 2013

RANK	2013 VALUE	CHANGE
Total, All Exports		
	\$111,808,401,626	6.74%
1	Motor vehicle parts	\$12,493,004,632 3.03%
2	Gasoline, other fuels	\$2,958,182,072 13.92%
3	Cellular, landline phones, parts	\$2,923,573,021 1.67%
4	Motor vehicles for transporting people	\$2,477,001,814 -9.93%
5	Internal combust. piston engines, incl. aircraft	\$2,071,143,721 30.70%
6	Plastics	\$1,863,806,457 12.52%
7	Electrical supplies, apparatus, less than 1000V	\$1,633,114,759 21.15%
8	Engine parts	\$1,443,620,424 8.78%
9	Insulated wire, cable	\$1,420,941,005 12.61%
10	Computer chips	\$1,414,133,798 23.13%

Source: WorldCity analysis of U.S. Census Bureau data

Top Laredo imports from Mexico in 2013

RANK	2013 VALUE	CHANGE
Total, All Imports		
	\$131,486,206,593	5.47%
1	Motor vehicle parts	\$14,408,362,960 9.65%
2	Commercial vehicles	\$12,047,912,518 12.64%
3	Motor vehicles for transporting people	\$8,264,083,768 -0.01%
4	Tractors	\$5,279,917,965 14.37%
5	Cellular, landline phones, parts	\$5,195,233,204 12.96%
6	Seats, excluding barber, dental	\$3,954,810,008 13.86%
7	Insulated wire, cable	\$3,195,975,034 3.79%
8	Refrigerators, freezers	\$2,735,741,903 5.85%
9	Internal combustion engines, including aircraft	\$2,616,855,406 26.71%
10	Electrical boards, panels and switches	\$2,373,532,719 27.72%

Source: WorldCity analysis of U.S. Census Bureau data

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Laredo up three to rank No. 19 for China trade

China is Laredo's only trade partner with more than \$1 billion in trade other than Mexico. For the third year in the last four, that trade topped \$3 billion. The \$3.90 billion total in 2013 is the second straight record year.

EXPORTS: Exports grew to \$10.41 million in 2013 but remain well off the \$26.16 million record set in 2009. That year, polymers of vinyl chloride were valued at \$8.52 billion, more than eight times the 2013 total.

IMPORTS: For the fifth consecutive year, cell phone imports topped \$1 billion in value. For the fourth time in the last five years, cell phone imports accounted for more than 50 percent of the value of all imports.

BALANCE OF TRADE: The Laredo deficit with China was a record \$3.88 billion in 2013.

MARKET SHARE: Laredo moved up three to rank as China's 19th most important gateway for U.S. trade. [WC](#)



Top 20 U.S. Customs districts trading with China

RANK	CUSTOMS DISTRICT	2013 TOTAL TRADE	CHANGE	EXPORTS TO CHINA	IMPORTS FROM CHINA	SURPLUS/ (DEFICIT)
All Districts		\$562,449,839,487	4.92%	\$122,016,318,111	\$440,433,521,376	(318,417,203,265)
1	Los Angeles	\$164,375,718,716	3.21%	\$27,718,166,940	\$136,657,551,776	(108,939,384,836)
2	Chicago	\$58,510,814,255	5.49%	\$5,253,339,377	\$53,257,474,878	(48,004,135,501)
3	New York City	\$56,309,392,021	3.92%	\$11,378,782,128	\$44,930,609,893	(33,551,827,765)
4	New Orleans	\$31,728,603,276	1.67%	\$11,454,366,029	\$20,274,237,247	(8,819,871,218)
5	Seattle	\$28,787,356,038	4.89%	\$11,997,993,959	\$16,789,362,079	(4,791,368,120)
6	Atlanta/Savannah	\$28,071,718,261	2.57%	\$7,283,889,021	\$20,787,829,240	(13,503,940,219)
7	Dallas	\$27,474,755,886	1.91%	\$1,239,754,853	\$26,235,001,033	(24,995,246,180)
8	San Francisco	\$26,149,587,848	10.52%	\$8,167,949,752	\$17,981,638,096	(9,813,688,344)
9	Cleveland	\$25,242,127,468	9.18%	\$1,205,808,286	\$24,036,319,182	(22,830,510,896)
10	Houston	\$13,491,115,147	4.99%	\$4,731,394,167	\$8,759,720,980	(4,028,326,813)
11	Norfolk	\$10,464,122,290	8.80%	\$2,879,478,044	\$7,584,644,246	(4,705,166,202)
12	Charleston	\$8,691,621,931	18.09%	\$3,834,972,346	\$4,856,649,585	(1,021,677,239)
13	Anchorage	\$8,590,553,462	-7.06%	\$4,736,999,479	\$3,853,553,983	883,445,496
14	Colum.-Snake River/Portland	\$8,203,285,987	3.12%	\$6,030,870,831	\$2,172,415,156	3,858,455,675
15	Miami	\$6,650,908,879	7.50%	\$512,022,444	\$6,138,886,435	(5,626,863,991)
16	Honolulu	\$6,438,784,954	65.57%	\$6,063,490,387	\$375,294,567	5,688,195,820
17	St. Louis	\$5,524,985,919	5.48%	\$1,612,687	\$5,523,373,232	(5,521,760,545)
18	Detroit	\$5,376,242,157	11.08%	\$318,730,571	\$5,057,511,586	(4,738,781,015)
19	Laredo	\$3,897,930,333	17.44%	\$10,407,513	\$3,887,522,820	(3,877,115,307)
20	Baltimore	\$3,815,844,842	-13.31%	\$709,831,363	\$3,106,013,479	(2,396,182,116)

Source: WorldCity analysis of U.S. Census data

Top Laredo exports to China in 2013

RANK	2013 VALUE	CHANGE
Total, All Commodities		\$10,407,513 3.34%
1	Power supplies, transformers	\$7,199,592 14.62%
2	Polymers of vinyl chloride	\$1,014,000 NA
3	Yachts and other boats	\$339,203 NA
4	Insulated wire, cable	\$258,279 -11.13%
5	Unrecorded media for audio	\$255,321 87.13%
6	Motor vehicles for transporting people	\$251,308 NA
7	Electrical supplies, apparatus, less than 1000V	\$121,263 -93.44%
8	Cellular, landline phones, parts	\$120,537 -38.02%
9	Motor vehicle parts	\$111,634 734.90%
10	Computers	\$105,974 138.19%

Source: WorldCity analysis of U.S. Census Bureau data

Top Laredo imports from China in 2013

RANK	2013 VALUE	CHANGE
Total, All Imports		\$3,887,522,820 17.48%
1	Cellular, landline phones, parts	\$1,969,528,786 12.35%
2	Computers	\$258,642,268 28.20%
3	Power supplies, transformers	\$129,761,135 19.18%
4	Reception apparatus for cellular phones	\$127,114,353 677.07%
5	Electric motors, generators, not sets	\$106,291,597 75.47%
6	Video games, other games	\$85,215,900 -18.71%
7	Printers, all types, parts	\$65,059,386 0.28%
8	Misc. articles made from textile materials	\$61,978,928 25.17%
9	Motor vehicle parts	\$61,388,845 43.95%
10	Insulated wire, cable	\$56,910,577 -15.12%

Source: WorldCity analysis of U.S. Census Bureau data



Laredo-Malaysia trade grows 861% in decade

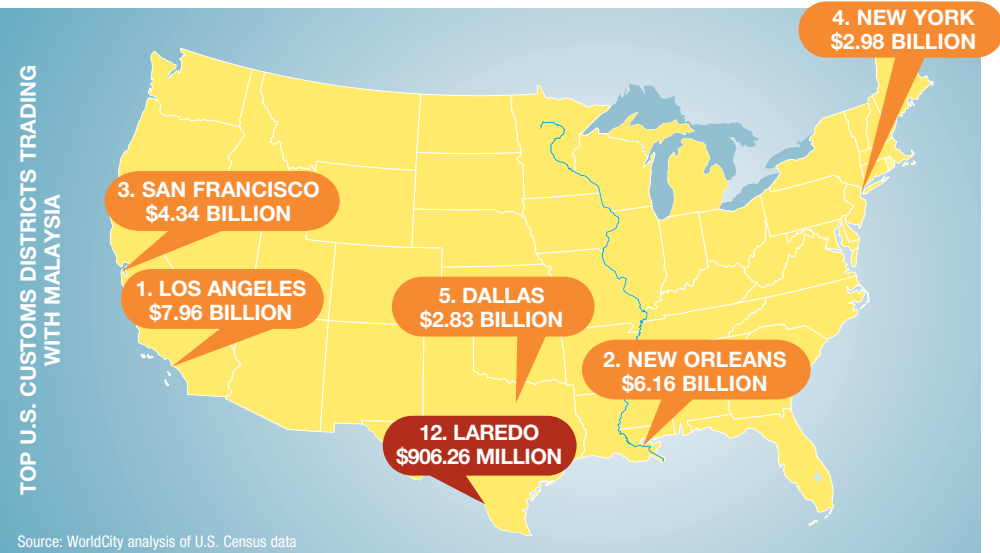
Although Laredo's trade with Malaysia has yet to top \$1 billion, it has grown 860.79 percent over the last decade, more than seven times the rate for the Customs district's trade with the world.

EXPORTS: The value of exports fell but remained above \$1 million for the second straight year. The No. 1 export, chemical compounds, was propylene polymers, which have many uses.

IMPORTS: Imports topped \$900 million for the first time, with cell phones accounting for more than 80 percent of the total for the seventh straight year.

BALANCE OF TRADE: Malaysia is one of three top 10 trade partners where less than 1 penny of every dollar in trade is a Laredo export; No. 2 China and No. 5 Thailand are the other two.

MARKET SHARE: Laredo was the No. 12-ranked gateway for U.S.-Malaysia trade in 2013, a rank it held in 2012 and five years prior, in 2008. [WC](#)



Top 20 U.S. Customs districts trading with Malaysia

RANK	CUSTOMS DISTRICT	2013 TOTAL TRADE	CHANGE	EXPORTS TO MALAYSIA	IMPORTS FROM MALAYSIA	SURPLUS/ (DEFICIT)
All Districts		\$40,291,889,866	3.91%	\$13,005,889,387	\$27,286,000,479	(14,280,111,092)
1	Los Angeles	\$7,959,082,600	-3.13%	\$2,446,968,346	\$5,512,114,254	(3,065,145,908)
2	New Orleans	\$6,159,144,402	90.87%	\$580,752,523	\$5,578,391,879	(4,997,639,356)
3	San Francisco	\$4,337,398,948	10.46%	\$1,795,548,162	\$2,541,850,786	(746,302,624)
4	New York City	\$2,984,503,799	0.35%	\$1,112,877,314	\$1,871,626,485	(758,749,171)
5	Dallas	\$2,832,590,034	5.64%	\$720,580,279	\$2,112,009,755	(1,391,429,476)
6	Cleveland	\$2,578,179,370	0.73%	\$1,359,410,267	\$1,218,769,103	140,641,164
7	Chicago	\$2,281,291,325	-9.56%	\$486,915,582	\$1,794,375,743	(1,307,460,161)
8	Seattle	\$1,746,603,111	8.40%	\$1,221,509,930	\$525,093,181	696,416,749
9	Atlanta/Savannah	\$1,545,264,766	6.86%	\$503,805,853	\$1,041,458,913	(537,653,060)
10	Anchorage	\$1,329,601,244	-54.79%	\$350,750,088	\$978,851,156	(628,101,068)
11	Honolulu	\$1,039,036,298	55.38%	\$931,350,432	\$107,685,866	823,664,566
12	Laredo	\$906,260,393	1.01%	\$1,095,054	\$905,165,339	(904,070,285)
13	Norfolk	\$741,966,613	50.12%	\$225,210,743	\$516,755,870	(291,545,127)
14	Houston	\$658,293,175	2.75%	\$228,848,256	\$429,444,919	(200,596,663)
15	Columbia-Snake River/Portland	\$519,657,573	-43.91%	\$388,901,967	\$130,755,606	258,146,361
16	Charleston	\$334,689,046	-8.08%	\$63,984,707	\$270,704,339	(206,719,632)
17	Baltimore	\$303,146,565	-11.98%	\$29,012,332	\$274,134,233	(245,121,901)
18	Low Value Shipments	\$300,456,362	-27.55%	\$159,468,488	\$140,987,874	18,480,614
19	Miami	\$221,401,911	-14.13%	\$46,373,227	\$175,028,684	(128,655,457)
20	Detroit	\$165,034,302	-28.41%	\$7,888,545	\$157,145,757	(149,257,212)

Source: WorldCity analysis of U.S. Census data

Top Laredo exports to Malaysia in 2013

RANK	2013 VALUE	CHANGE
Total, All Exports		
1	\$1,095,054	-7.90%
1	Chemical compounds	\$585,402 52.55%
2	Civilian aircraft, engines, parts	\$128,212 NA
3	Unrecorded media for audio	\$96,058 1,174%
4	Electric capacitors	\$77,320 2,286%
5	Cellular, landline phones, parts	\$67,836 -66.15%
6	Power supplies, transformers	\$51,398 -71.16%
7	Instruments to measure flow levels, parts	\$40,840 613.86%
8	Computers	\$18,216 -53.99%
9	Electrical supplies, apparatus, less than 1000V	\$8,211 -95.04%
10	Iron and steel springs	\$8,020 116.17%

Source: WorldCity analysis of U.S. Census Bureau data

Top Laredo imports from Malaysia in 2013

RANK	2013 VALUE	CHANGE
Total, All Imports		
1	\$905,165,339	1.02%
1	Cellular, landline phones, parts	\$748,210,500 3.20%
2	Computers	\$87,197,523 -16.25%
3	Petroleum jelly, mineral waxes	\$10,160,312 52.78%
4	Computer parts	\$9,572,095 -23.28%
5	Computer chips	\$9,295,016 102.65%
6	Parts for cellular communications	\$5,958,655 11.12%
7	Seats, excluding barber, dental	\$4,964,394 79.33%
8	Unrecorded media for audio	\$4,848,556 5.57%
9	Amplifiers, speakers, microphones	\$4,287,386 65.92%
10	Printers, all types, parts	\$3,023,150 -60.51%

Source: WorldCity analysis of U.S. Census Bureau data



Trade with Japan falls 4th straight year in 2013

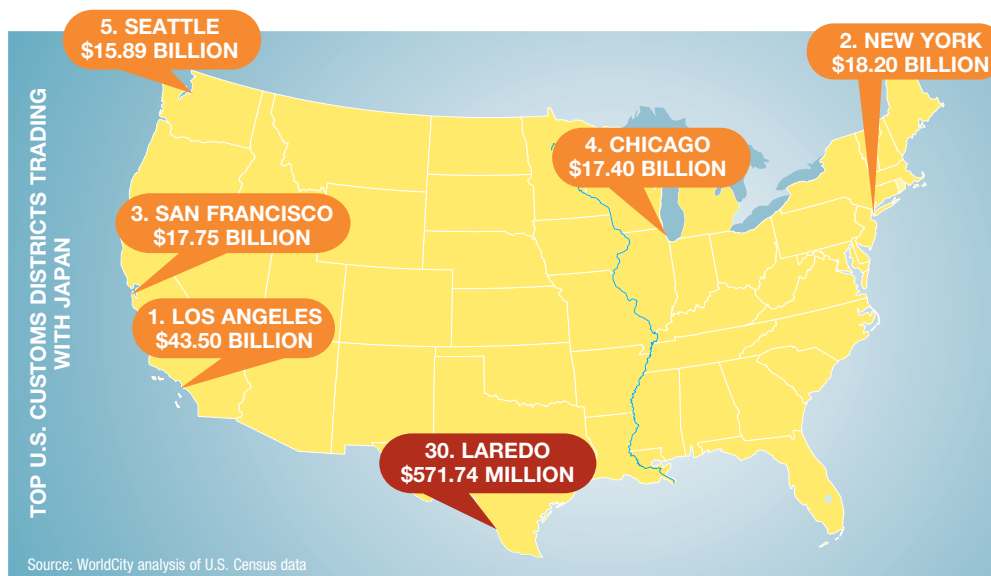
Trade between Japan and Laredo has fallen four of the last five years. Although U.S. trade with Japan fell in 2013, it has grown four straight years prior to that.

EXPORTS: Exports tumbled to their third lowest level in a decade in 2013, down 26.68 percent to 4.13 million. The record year was 2011, at \$30.76 million.

IMPORTS: Imports fell for the fourth straight year in 2013 to the lowest total since 2006. Cell phone imports dropped off \$8.66 million to \$79.62 million. Electric storage batteries, for the second straight year, were the only import valued above \$100 million.

BALANCE OF TRADE: The Laredo deficit with Japan has topped \$500 million every year since 2004.

MARKET SHARE: Japan accounted for less than one quarter of 1 percent of Laredo's 2013 trade, the lowest percentage in two decades. The high was 0.68 percent in 1993. Laredo is Japan's No. 30-ranked gateway for U.S. trade. **WC**



Top 20 U.S. Customs districts trading with Japan

RANK	CUSTOMS DISTRICT	2013 TOTAL TRADE	CHANGE	EXPORTS TO JAPAN	IMPORTS FROM JAPAN	SURPLUS/ (DEFICIT)
All Districts		\$203,678,308,954	-5.86%	\$65,144,805,328	\$138,533,503,626	(73,388,698,298)
1	Los Angeles	\$43,501,832,627	-9.21%	\$15,189,557,255	\$28,312,275,372	(13,122,718,117)
2	New York City	\$18,196,086,524	-9.08%	\$5,383,576,963	\$12,812,509,561	(7,428,932,598)
3	San Francisco	\$17,750,488,148	-0.65%	\$8,509,972,664	\$9,240,515,484	(730,542,820)
4	Chicago	\$17,403,835,437	-3.36%	\$4,213,419,599	\$13,190,415,838	(8,976,996,239)
5	Seattle	\$15,894,797,316	-8.46%	\$7,218,727,566	\$8,676,069,750	(1,457,342,184)
6	New Orleans	\$11,771,153,559	-5.86%	\$4,888,837,966	\$6,882,315,593	(1,993,477,627)
7	Cleveland	\$11,681,713,963	1.02%	\$853,875,666	\$10,827,838,297	(9,973,962,631)
8	Colum.-Snake River/Portland	\$8,828,931,870	-0.12%	\$2,136,618,031	\$6,692,313,839	(4,555,695,808)
9	Atlanta/Savannah	\$8,473,850,376	-2.05%	\$1,693,147,753	\$6,780,702,623	(5,087,554,870)
10	Jacksonville/Tampa	\$5,775,991,916	-6.54%	\$312,346,044	\$5,463,645,872	(5,151,299,828)
11	Houston	\$4,897,894,899	-0.54%	\$2,167,721,425	\$2,730,173,474	(562,452,049)
12	Dallas	\$4,252,310,534	8.10%	\$1,308,672,367	\$2,943,638,167	(1,634,965,800)
13	Norfolk	\$3,862,979,572	-3.94%	\$1,146,095,014	\$2,716,884,558	(1,570,789,544)
14	Anchorage	\$3,694,925,641	-25.45%	\$2,934,368,831	\$760,556,810	2,173,812,021
15	Baltimore	\$3,430,197,686	-0.28%	\$247,765,016	\$3,182,432,670	(2,934,667,654)
16	San Juan	\$3,081,603,912	-14.87%	\$980,730,737	\$2,100,873,175	(1,120,142,438)
17	Charleston	\$2,973,631,813	4.34%	\$816,362,685	\$2,157,269,128	(1,340,906,443)
18	San Diego	\$2,719,922,010	12.74%	\$278,624,447	\$2,441,297,563	(2,162,673,116)
19	Low Value Shipments	\$1,860,548,830	0.90%	\$671,435,799	\$1,189,113,031	(517,677,232)
20	Detroit	\$1,701,174,597	-51.20%	\$215,250,301	\$1,485,924,296	(1,270,673,995)

Source: WorldCity analysis of U.S. Census data

Top Laredo exports to Japan in 2013

RANK	2013 VALUE	CHANGE
Total, All Exports		
1	\$4,129,620	-26.68%
1	Power supplies, transformers	\$2,560,167 16.21%
2	Plastic plates, sheet, film	\$720,548 66.54%
3	Electrical boards, panels and switches	\$323,494 53.38%
4	Electrical supplies, apparatus, less than 1000V	\$168,961 -50.12%
5	Taps, cocks and valves for pipes, tanks	\$48,218 -33.82%
6	Electrical resistors, except heating resistors	\$44,972 NA
7	Printers, all types, parts	\$34,466 NA
8	Misc. plastic articles	\$33,022 NA
9	Reception apparatus for cellular phones	\$27,943 757.67%
10	Amplifiers, speakers, microphones	\$27,000 126.62%

Source: WorldCity analysis of U.S. Census Bureau data

Top Laredo imports from Japan in 2013

RANK	2013 VALUE	CHANGE
Total, All Imports		
1	\$567,606,162	-4.09%
1	Electric storage batteries	\$103,272,343 -0.53%
2	Cellular, landline phones, parts	\$79,616,417 -9.81%
3	Motor vehicle parts	\$69,463,200 16.70%
4	Electric capacitors	\$23,147,073 36.03%
5	Power supplies, transformers	\$21,524,741 47.23%
6	Unrecorded media for audio	\$19,299,487 -28.02%
7	Misc. flat rolled steel alloy under 600mm	\$17,763,788 -7.94%
8	Petroleum products	\$16,836,369 24.74%
9	Fl-Rl Iron & Na Steel Nun600Mm Wd Cold-Rl, No Clad	\$13,074,940 13,317%
10	Machine tool parts	\$12,942,065 -20.18%

Source: WorldCity analysis of U.S. Census Bureau data



Thailand enters Laredo's top 5 trade partner list

Thailand became Laredo's fifth most important trade partner in 2013, up one from 2012, as trade grew 18.47. More importantly, Laredo's trade with previous No. 5 Italy tumbled from \$506.94 million to \$198.42 million, and it fell from the top 10 to rank No. 12 in 2013.

EXPORTS: Exports to Thailand increased in 2013 to \$400,660 but remain at less than half the \$886.46 million total of 2010 and about one-ninth the size of 2009, when the total was \$3.56 billion.

IMPORTS: Cell phones, while relatively small in value, accounted for a majority of all imports from Thailand in 2013.

BALANCE OF TRADE: Thailand is one of three top 10 trade partners with which less than one penny of every dollar of trade is a Laredo export.

MARKET SHARE: Laredo moved up two positions to rank as Thailand's No. 15-ranked gateway for U.S. trade. **WC**



Top 20 U.S. Customs districts trading with Thailand

RANK	CUSTOMS DISTRICT	2013 TOTAL TRADE	CHANGE	EXPORTS TO THAILAND	IMPORTS FROM THAILAND	SURPLUS/ (DEFICIT)
All Districts		\$37,993,709,949	2.70%	\$11,824,528,474	\$26,169,181,475	(14,344,653,001)
1	Los Angeles	\$10,714,264,617	-0.22%	\$2,999,296,993	\$7,714,967,624	(4,715,670,631)
2	New York City	\$4,353,865,378	17.23%	\$1,612,958,090	\$2,740,907,288	(1,127,949,198)
3	Chicago	\$2,724,977,824	0.14%	\$607,082,879	\$2,117,894,945	(1,510,812,066)
4	Atlanta/Savannah	\$2,529,831,908	-3.96%	\$559,445,453	\$1,970,386,455	(1,410,941,002)
5	San Francisco	\$2,465,500,851	1.74%	\$861,674,021	\$1,603,826,830	(742,152,809)
6	New Orleans	\$2,222,734,794	49.15%	\$609,991,339	\$1,612,743,455	(1,002,752,116)
7	Dallas	\$1,995,248,266	-6.04%	\$528,001,770	\$1,467,246,496	(939,244,726)
8	Seattle	\$1,941,121,427	42.58%	\$1,310,047,936	\$631,073,491	678,974,445
9	Cleveland	\$1,217,512,241	5.10%	\$107,416,556	\$1,110,095,685	(1,002,679,129)
10	Great Falls, Mont.	\$697,806,681	64.99%	\$661,554,182	\$36,252,499	625,301,683
11	Norfolk	\$678,547,054	-2.93%	\$278,012,617	\$400,534,437	(122,521,820)
12	Houston	\$658,275,494	-16.59%	\$268,654,100	\$389,621,394	(120,967,294)
13	Detroit	\$514,293,543	-38.87%	\$29,960,277	\$484,333,266	(454,372,989)
14	Columbia-Snake River/Portland	\$488,921,794	34.61%	\$221,933,832	\$266,987,962	(45,054,130)
15	Laredo	\$484,123,969	18.47%	\$400,660	\$483,723,309	(483,322,649)
16	Charleston	\$480,270,432	-12.46%	\$81,846,628	\$398,423,804	(316,577,176)
17	Honolulu	\$476,521,359	-44.33%	\$93,656,593	\$382,864,766	(289,208,173)
18	Anchorage	\$471,443,465	-57.64%	\$200,657,007	\$270,786,458	(70,129,451)
19	Baltimore	\$364,103,634	8.00%	\$26,258,120	\$337,845,514	(311,587,394)
20	El Paso	\$350,227,023	291.22%	\$568,888	\$349,658,135	(349,089,247)

Source: WorldCity analysis of U.S. Census data

Top Laredo exports to Thailand in 2013

RANK	2013 VALUE	CHANGE
Total, All Exports	\$400,660	4.15%
1 Cellular, landline phones, parts	\$263,174	21.84%
2 Insulated wire, cable	\$33,889	NA
3 Computers	\$29,902	-23.32%
4 Printers, all types, parts	\$24,014	NA
5 Motor vehicle parts	\$15,459	NA
6 Instruments to measure flow levels, parts	\$6,224	NA
7 Unused postage, check forms, bank notes, stock cert.	\$5,481	-92.68%
8 Civilian aircraft, engines, parts	\$5,000	NA
9 Electrical supplies, apparatus, less than 1000V	\$4,165	44.62%
10 Unrecorded media for audio	\$4,018	-68.85%

Source: WorldCity analysis of U.S. Census Bureau data

Top Laredo imports from Thailand in 2013

RANK	2013 VALUE	CHANGE
Total, All Imports	\$483,723,309	18.48%
1 Cellular, landline phones, parts	\$273,067,729	20.40%
2 Computers	\$57,981,676	7.38%
3 Amplifiers, speakers, microphones	\$55,743,092	24.86%
4 Motor vehicle parts	\$17,444,998	45.46%
5 Power supplies, transformers	\$15,663,632	135.49%
6 Woven fabric of synthetic yarn, etc.	\$14,574,380	2,133%
7 Cameras, camcorders	\$11,839,930	20.55%
8 Misc. articles made from textile materials	\$5,991,810	10.46%
9 Electrical boards, panels and switches	\$3,532,579	7,255%
10 Computer parts	\$3,205,900	-18.36%

Source: WorldCity analysis of U.S. Census Bureau data

UP-TO-DATE TRADE DATA
AVAILABLE ONLINE!



Laredo accounts for record 11.6% of Nicaragua trade

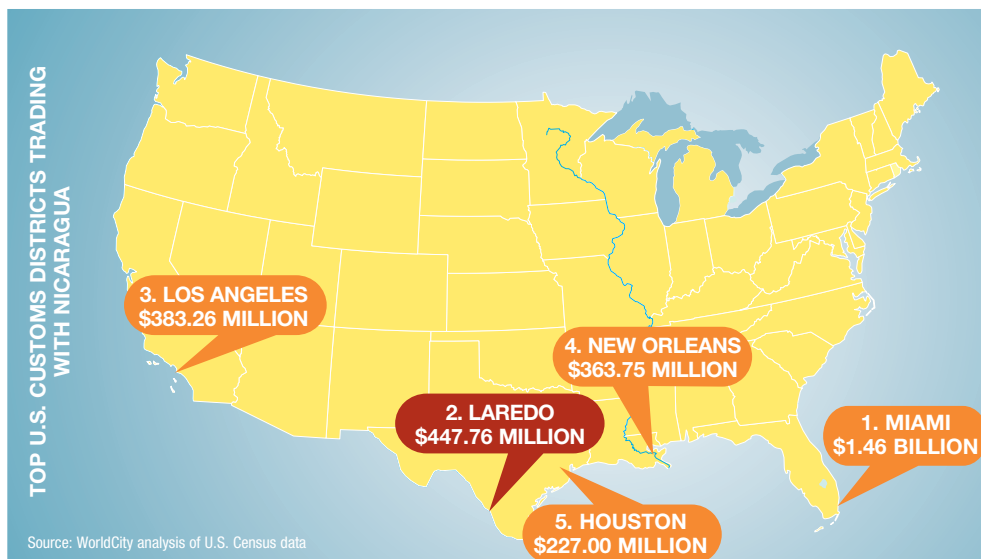
Nicaragua's trade with Laredo has grown eight of the last nine years, and it advanced one to rank No. 6 overall for the Customs district. Laredo's trade with Nicaragua has grown faster in the last decade than with any other top 10 trade partner, almost by a multiple of nine. It is up 8,791 percent.

EXPORTS: Civilian aircraft, engine and part exports, ranked No. 1 in 2012 with a value of \$8.50 million, fell to \$75,000 in 2013.

IMPORTS: As has been the case since 2004, insulated wire and cable has accounted for almost 100 percent of imports.

BALANCE OF TRADE: The Laredo deficit with Nicaragua topped \$400 million for the first time in 2013.

MARKET SHARE: The Laredo Customs district accounted for 11.60 percent of all U.S.-Nicaragua trade in 2013, the first year above 10 percent. **WC**



Top 20 U.S. Customs districts trading with Nicaragua

RANK	CUSTOMS DISTRICT	2013 TOTAL TRADE	CHANGE	EXPORTS TO NICARAGUA	IMPORTS FROM NICARAGUA	SURPLUS/ (DEFICIT)
	All Districts	\$3,861,154,040	-0.39%	\$1,057,119,698	\$2,804,034,342	(1,746,914,644)
1	Miami	\$1,461,084,224	-5.14%	\$482,503,409	\$978,580,815	(496,077,406)
2	Laredo	\$447,762,896	16.72%	\$16,039,042	\$431,723,854	(415,684,812)
3	Los Angeles	\$383,258,475	14.99%	\$65,758,883	\$317,499,592	(251,740,709)
4	New Orleans	\$363,748,216	25.95%	\$214,621,619	\$149,126,597	65,495,022
5	Houston	\$227,003,064	4.23%	\$75,828,381	\$151,174,683	(75,346,302)
6	Atlanta/Savannah	\$166,961,793	-42.53%	\$6,499,936	\$160,461,857	(153,961,921)
7	Mobile, Ala.	\$158,462,336	-17.66%	\$54,499,684	\$103,962,652	(49,462,968)
8	Wilmington, N.C.	\$127,812,203	2448.49%	\$97,619	\$127,714,584	(127,616,965)
9	New York City	\$127,131,975	-25.16%	\$33,653,650	\$93,478,325	(59,824,675)
10	San Francisco	\$56,819,077	12.99%	\$4,039,339	\$52,779,738	(48,740,399)
11	Philadelphia	\$51,127,759	-20.46%	\$13,314,144	\$37,813,615	(24,499,471)
12	Baltimore	\$46,979,237	-10.45%	\$5,404,847	\$41,574,390	(36,169,543)
13	Low Value Shipments	\$46,538,405	-9.15%	\$40,388,793	\$6,149,612	34,239,181
14	Norfolk	\$38,592,539	22.09%	\$13,507,549	\$25,084,990	(11,577,441)
15	San Juan	\$31,757,754	-7.83%	\$806,820	\$30,950,934	(30,144,114)
16	Dallas	\$26,615,498	-1.17%	\$191,700	\$26,423,798	(26,232,098)
17	Charleston	\$22,043,590	1.43%	\$7,732,508	\$14,311,082	(6,578,574)
18	Chicago	\$21,335,523	3.15%	\$507,910	\$20,827,613	(20,319,703)
19	Jacksonville/Tampa	\$18,439,697	-26.47%	\$10,421,502	\$8,018,195	2,403,307
20	Seattle	\$17,618,240	-24.71%	\$3,296,901	\$14,321,339	(11,024,438)

Source: WorldCity analysis of U.S. Census data

Top Laredo exports to Nicaragua in 2013

RANK	2013 VALUE	CHANGE
Total, All Exports	\$16,039,042	-31.13%
1 Motor vehicle parts	\$6,683,121	-7.95%
2 Commercial vehicles	\$5,478,891	64.53%
3 Tractors	\$1,309,112	14.48%
4 Motor vehicles for transporting people	\$687,524	-18.87%
5 Trailers and similar vehicles	\$415,937	-8.26%
6 Motor vehicles for transporting more than 10 people	\$406,935	141.22%
7 Self-propelled heavy construction machinery	\$278,883	-45.48%
8 Misc. machinery for moving, grading	\$108,670	-67.25%
9 Harvesting machinery for poultry	\$105,671	NA
10 Miscellaneous machines, parts	\$93,612	NA

Source: WorldCity analysis of U.S. Census Bureau data

Top Laredo imports from Nicaragua in 2013

RANK	2013 VALUE	CHANGE
Total, All Imports	\$431,723,854	19.81%
1 Insulated wire, cable	\$431,527,341	19.99%
2 Coffee	\$109,113	-24.72%
3 Men's or boys' suits, not knit	\$66,783	-81.71%
4 Bras, girdles, garters	\$19,071	NA
5 T-shirts, tank tops, knit or crocheted	\$1,546	-74.18%
6 Electrical supplies, apparatus, less than 1000V		-100.00%
7 Live crustaceans		NA
8 Salvage		NA
9 Equipment, parts for repair, including boats for purchase		NA
10 Misc. duty free imports		NA

Source: WorldCity analysis of U.S. Census Bureau data



United Kingdom moves up three to rank No. 7

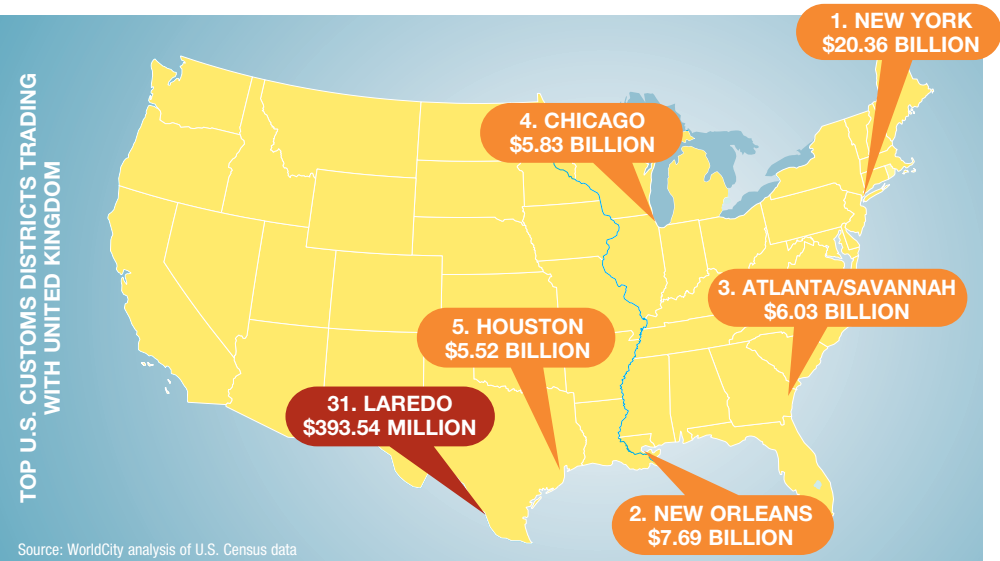
Laredo's 2013 trade with the United Kingdom grew at nearly four times the rate it did for the rest of the world, and the top-ranked European nation moved up three to rank No. 7 overall. A decade earlier, the United Kingdom had ranked No. 5.

EXPORTS: Exports to the United Kingdom are down 80.51 percent from the 2011 record of \$35.93 million, when the value of gasoline exports topped \$16.50 million. For the last two years, the Customs district has not exported gasoline to the United Kingdom.

IMPORTS: Rum, gin, vodka and other liquors was the most important import for the third straight year in 2013. More than \$147 million of the \$153 million total was Scotch.

BALANCE OF TRADE: Two cents of every dollar in U.K. trade was a Laredo export in 2013.

MARKET SHARE: Laredo was the 31st most important gateway for U.K. trade. **WC**



Top 20 U.S. Customs districts trading with United Kingdom

RANK	CUSTOMS DISTRICT	2013		EXPORTS TO	IMPORTS FROM	SURPLUS/ (DEFICIT)
		TOTAL TRADE	CHANGE	UNITED KINGDOM	UNITED KINGDOM	
	All Districts	\$99,973,428,492	-8.96%	\$47,355,407,523	\$52,618,020,969	(5,262,613,446)
1	New York City	\$20,360,519,101	-11.59%	\$10,553,618,971	\$9,806,900,130	746,718,841
2	New Orleans	\$7,694,624,173	-1.74%	\$3,322,019,360	\$4,372,604,813	(1,050,585,453)
3	Atlanta/Savannah	\$6,025,718,296	17.27%	\$2,356,611,013	\$3,669,107,283	(1,312,496,270)
4	Chicago	\$5,830,909,582	0.04%	\$3,012,205,505	\$2,818,704,077	193,501,428
5	Houston	\$5,516,807,230	-16.41%	\$2,879,986,897	\$2,636,820,333	243,166,564
6	Los Angeles	\$5,110,355,079	5.86%	\$2,275,969,152	\$2,834,385,927	(558,416,775)
7	Cleveland	\$5,031,291,769	10.08%	\$1,783,210,498	\$3,248,081,271	(1,464,870,773)
8	Philadelphia	\$4,663,771,958	-15.52%	\$1,952,036,846	\$2,711,735,112	(759,698,266)
9	Baltimore	\$4,055,505,773	6.46%	\$1,180,611,294	\$2,874,894,479	(1,694,283,185)
10	Seattle	\$4,033,809,898	53.90%	\$2,529,890,123	\$1,503,919,775	1,025,970,348
11	Charleston	\$3,189,960,691	-5.92%	\$1,769,645,035	\$1,420,315,656	349,329,379
12	Detroit	\$2,864,506,377	6.36%	\$2,373,199,953	\$491,306,424	1,881,893,529
13	Boston	\$2,696,139,295	-6.36%	\$434,145,706	\$2,261,993,589	(1,827,847,883)
14	Norfolk	\$2,445,897,630	6.50%	\$1,455,573,207	\$990,324,423	465,248,784
15	Dallas	\$2,182,699,375	-9.46%	\$744,943,709	\$1,437,755,666	(692,811,957)
16	San Juan	\$1,789,023,550	-26.66%	\$1,151,246,131	\$637,777,419	513,468,712
17	Washington, D.C.	\$1,673,052,453	-47.26%	\$651,334,326	\$1,021,718,127	(370,383,801)
18	San Francisco	\$1,658,731,536	2.89%	\$1,238,759,751	\$419,971,785	818,787,966
19	Wilmington, N.C.	\$1,619,237,307	-11.27%	\$467,644,420	\$1,151,592,887	(683,948,467)
20	Miami	\$1,610,714,296	-9.86%	\$529,033,421	\$1,081,680,875	(552,647,454)

Source: WorldCity analysis of U.S. Census data

Source: WorldCity analysis of U.S. Census data

Top Laredo exports to United Kingdom in 2013

RANK	2013 VALUE	CHANGE
Total, All Exports	\$7,003,850	-45.46%
1 Power supplies, transformers	\$5,197,125	-30.56%
2 Screws, nuts, bolts, washers	\$468,802	2,041%
3 Automatic regulating instruments, parts	\$278,955	153.47%
4 Instruments to measure flow levels, parts	\$256,066	15.09%
5 Unrecorded media for audio	\$183,720	32.51%
6 Photo-sensitive semi-conductors, parts	\$167,634	-17.72%
7 Insulated wire, cable	\$124,900	-32.08%
8 Cigarette Lighters & Other Lighters; Parts Nesoi	\$69,443	NA
9 Taps, cocks and valves for pipes, tanks	\$39,540	-40.02%
10 Iron or steel tube or pipe fittings	\$39,329	NA

Source: WorldCity analysis of U.S. Census Bureau data

Top Laredo imports from United Kingdom in 2013

RANK	2013 VALUE	CHANGE
Total, All Imports	\$386,532,730	25.84%
1 Rum, gin, vodka, other liquors	\$155,425,105	35.78%
2 Imports of returned exports	\$150,345,708	39.16%
3 Aircraft parts	\$22,654,294	27.20%
4 Parts for heavy machinery	\$11,688,517	227.96%
5 Electric motor, generator parts	\$7,329,321	-41.54%
6 Machinery for sorting minerals, ores	\$4,296,110	-19.87%
7 Taps, cocks and valves for pipes, tanks	\$3,352,174	407.72%
8 Perfumes	\$2,805,336	-32.19%
9 Copper bars, rods	\$2,398,050	-65.92%
10 Meteorological, hydraulic and survey equipment	\$1,954,711	57.65%

Source: WorldCity analysis of U.S. Census Bureau data



Germany jumps four in rank, more than any other

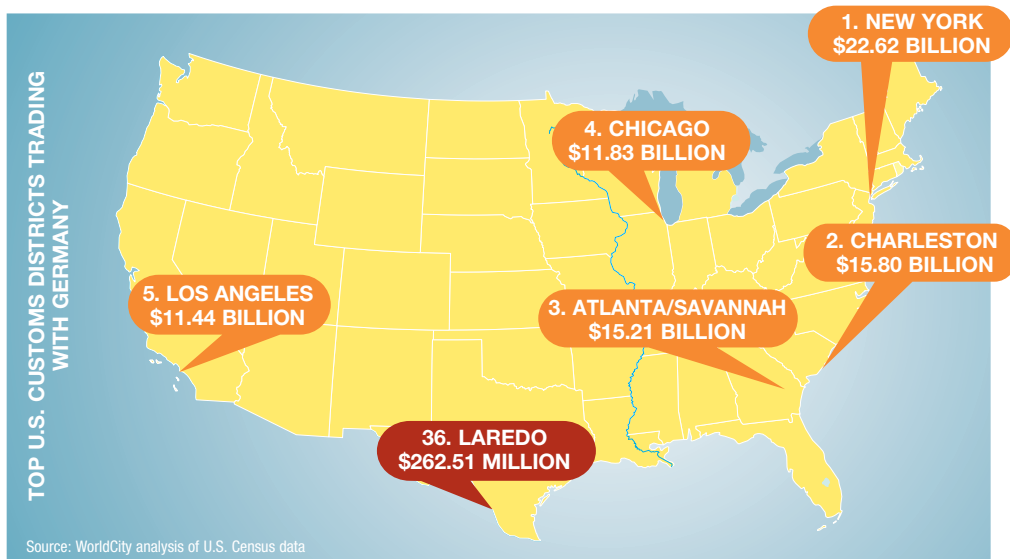
No other top 10 trade partner advanced more in the rankings in 2013 than Germany, which entered the top 10 by advancing four positions. The Laredo Customs district's trade with Germany grew to a record \$262.51 million. A decade ago, Germany had also ranked No. 8.

EXPORTS: Exports fell slightly in 2013, though photo-sensitive semiconductors, motor vehicle parts and electrical boards all grew more than 100 percent over 2012 totals.

IMPORTS: Imports grew slightly, to a record \$259.94 million, led by a large increase in iron and steel containers with a capacity of less than 300 liters.

BALANCE OF TRADE: The Laredo deficit with Germany was a record \$257.36 million in 2013.

MARKET SHARE: Laredo ranked No. 36 among the roughly four dozen U.S. Customs districts in total trade with Germany in 2013, down one. [WC](#)



Top 20 U.S. Customs districts trading with Germany

RANK	CUSTOMS DISTRICT	2013 TOTAL TRADE	CHANGE	EXPORTS TO GERMANY	IMPORTS FROM GERMANY	SURPLUS/ (DEFICIT)
All Districts		\$162,086,689,577	2.91%	\$47,442,248,808	\$114,644,440,769	(67,202,191,961)
1	New York City	\$22,623,592,801	0.24%	\$8,555,833,956	\$14,067,758,845	(5,511,924,889)
2	Charleston	\$15,801,771,112	2.87%	\$3,838,732,537	\$11,963,038,575	(8,124,306,038)
3	Atlanta/Savannah	\$15,214,249,418	-2.53%	\$3,533,033,009	\$11,681,216,409	(8,148,183,400)
4	Chicago	\$11,828,415,993	6.30%	\$3,624,466,144	\$8,203,949,849	(4,579,483,705)
5	Los Angeles	\$11,436,254,927	9.74%	\$2,905,951,187	\$8,530,303,740	(5,624,352,553)
6	Houston	\$8,869,704,388	-1.04%	\$1,953,596,703	\$6,916,107,685	(4,962,510,982)
7	Cleveland	\$8,309,609,387	7.79%	\$1,934,529,116	\$6,375,080,271	(4,440,551,155)
8	New Orleans	\$8,046,186,850	1.36%	\$3,009,962,599	\$5,036,224,251	(2,026,261,652)
9	Baltimore	\$7,375,070,132	-0.67%	\$924,428,652	\$6,450,641,480	(5,526,212,828)
10	Detroit	\$5,927,805,734	4.73%	\$2,724,313,954	\$3,203,491,780	(479,177,826)
11	Philadelphia	\$5,361,742,405	-9.78%	\$1,513,889,051	\$3,847,853,354	(2,333,964,303)
12	Norfolk	\$5,035,457,694	0.38%	\$2,359,841,006	\$2,675,616,688	(315,775,682)
13	San Francisco	\$3,443,427,691	-2.50%	\$1,872,672,335	\$1,570,755,356	301,916,979
14	Providence, R.I.	\$3,413,730,676	11.19%	\$3,650,528	\$3,410,080,148	(3,406,429,620)
15	Mobile, Ala.	\$3,092,776,615	-4.17%	\$513,180,277	\$2,579,596,338	(2,066,416,061)
16	Seattle	\$3,012,506,645	18.07%	\$2,056,955,727	\$955,550,918	1,101,404,809
17	Boston	\$2,518,441,047	8.30%	\$737,666,401	\$1,780,774,646	(1,043,108,245)
18	San Diego	\$2,452,050,762	11.75%	\$23,626,674	\$2,428,424,088	(2,404,797,414)
19	Portland, Maine	\$2,370,481,090	159.34%	\$28,889,528	\$2,341,591,562	(2,312,702,034)
20	Low Value Shipments	\$2,028,026,638	-2.38%	\$1,061,840,204	\$966,186,434	95,653,770

Source: WorldCity analysis of U.S. Census data

Top Laredo exports to Germany in 2013

RANK		2013 VALUE	CHANGE
	Total, All Exports	\$2,579,208	-2.94%
1	Power supplies, transformers	\$1,288,359	8.36%
2	Photo-sensitive semi-conductors, parts	\$601,777	353.50%
3	Insulated wire, cable	\$140,540	75.28%
4	Cigarette Lighters & Other Lighters; Parts Nesoi	\$107,958	NA
5	Electrical supplies, apparatus, less than 1000V	\$86,081	1.18%
6	Motor vehicle parts	\$60,221	195.04%
7	Centrifuges, filters, machines and parts	\$48,441	NA
8	Electrical boards, panels and switches	\$43,176	154.59%
9	Motor vehicles for transporting people	\$26,070	NA
10	Parts for heavy machinery	\$20,285	-14.18%

Source: WorldCity analysis of U.S. Census Bureau data

Top Laredo imports from Germany in 2013

RANK		2013 VALUE	CHANGE
	Total, All Imports	\$259,935,524	3.23%
1	Iron and steel containers, less than 300l capacity	\$48,094,192	191.21%
2	Misc. flat rolled steel alloy more than 600mm	\$17,002,561	272.94%
3	Motor vehicle parts	\$8,641,565	-52.42%
4	Razors, razor blades	\$7,944,750	156.88%
5	Internal combustion piston engines, including aircraft	\$6,707,613	-16.78%
6	Rubber conveyor or transmission belts	\$6,457,750	2.08%
7	Electrical boards, panels and switches	\$5,960,368	39.20%
8	Miscellaneous machines, parts	\$5,906,314	-10.32%
9	Imports of returned exports	\$5,560,900	8.94%
10	Pumps for dispensing liquids	\$5,040,340	57.36%

Source: WorldCity analysis of U.S. Census Bureau data



Canada rank up but exports, imports down

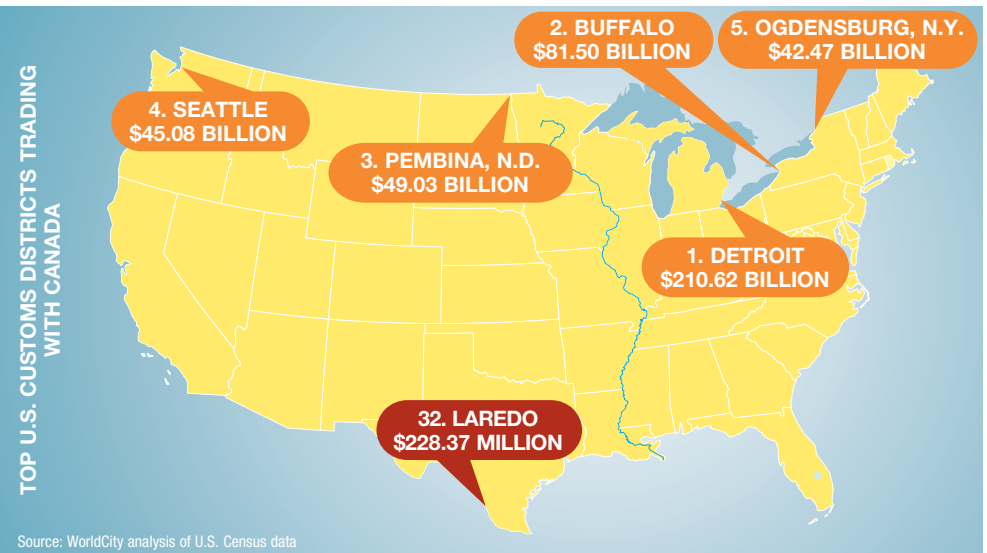
Canada is the only top 10 Laredo trade partner to rise in rank while seeing its trade decline. Laredo-Canada trade peaked at \$617.17 million in 2010, when it ranked No. 5, and has fallen each year since. The 2013 total of \$228.37 million was the lowest level since 2009.

EXPORTS: Exports fell from \$7.64 million in 2012 to \$2.45 million. Computers fell in value from \$2.29 million to \$135,181, a one-year decline of 94.09 percent.

IMPORTS: Cell phone imports from Canada fell \$74.87 million in 2013, from a \$106.33 million in 2012. In 2011, the import had totaled \$210.65 million.

BALANCE OF TRADE: The Laredo deficit with Canada fell for the third consecutive year, dropping to \$223.47 million in 2013 from a record \$615.89 million in 2010.

MARKET SHARE: Canada is the United States' top trade partner; Laredo was the 32nd most important gateway in 2013. **WC**



Top 20 U.S. Customs districts trading with Canada

RANK	CUSTOMS DISTRICT	2013 TOTAL TRADE	CHANGE	EXPORTS TO CANADA	IMPORTS FROM CANADA	SURPLUS/ (DEFICIT)
All Districts						
		\$632,322,463,559	2.57%	\$300,244,595,002	\$332,077,868,557	(31,833,273,555)
1	Detroit	\$210,620,520,583	-3.75%	\$108,548,209,732	\$102,072,310,851	6,475,898,881
2	Buffalo	\$81,503,191,408	-4.01%	\$43,043,142,750	\$38,460,048,658	4,583,094,092
3	Pembina, N.D.	\$49,029,022,067	8.28%	\$30,352,196,414	\$18,676,825,653	11,675,370,761
4	Seattle	\$45,082,247,552	30.31%	\$27,591,925,361	\$17,490,322,191	10,101,603,170
5	Ogdensburg, N.Y.	\$42,467,975,932	3.32%	\$17,584,831,170	\$24,883,144,762	(7,298,313,592)
6	Great Falls, Mont.	\$33,992,698,696	3.12%	\$12,756,248,942	\$21,236,449,754	(8,480,200,812)
7	Low Value Shipments	\$28,904,830,175	12.19%	\$26,812,597,370	\$2,092,232,805	24,720,364,565
8	Chicago	\$24,546,849,281	5.70%	\$256,627,840	\$24,290,221,441	(24,033,593,601)
9	Duluth, Minn.	\$14,069,011,880	18.32%	\$4,935,556,874	\$9,133,455,006	(4,197,898,132)
10	Cleveland	\$13,018,193,584	-16.10%	\$7,158,014,879	\$5,860,178,705	1,297,836,174
11	Portland, Maine	\$12,508,701,948	9.42%	\$3,671,780,715	\$8,836,921,233	(5,165,140,518)
12	St. Albans, Vermont	\$12,109,162,980	5.21%	\$2,775,813,714	\$9,333,349,266	(6,557,535,552)
13	St. Louis	\$11,147,482,200	12.73%	\$71,141,552	\$11,076,340,648	(11,005,199,096)
14	New Orleans	\$11,040,111,665	4.67%	\$6,985,926,597	\$4,054,185,068	2,931,741,529
15	Minneapolis	\$9,422,686,043	3.78%	\$490,934,420	\$8,931,751,623	(8,440,817,203)
16	New York City	\$7,591,559,867	-5.49%	\$655,075,078	\$6,936,484,789	(6,281,409,711)
17	Boston	\$4,229,507,893	-10.16%	\$102,137,482	\$4,127,370,411	(4,025,232,929)
18	Dallas	\$3,843,064,818	39.86%	\$129,311,860	\$3,713,752,958	(3,584,441,098)
19	Houston	\$3,200,026,582	50.26%	\$2,738,463,123	\$461,563,459	2,276,899,664
20	Los Angeles	\$3,154,167,777	50.89%	\$931,380,769	\$2,222,787,008	(1,291,406,239)

Source: WorldCity analysis of U.S. Census data

Top Laredo exports to Canada in 2013

RANK	2013 VALUE	CHANGE
Total, All Exports		
	\$2,450,527	-67.92%
1	Cellular, landline phones, parts	\$1,823,176 -25.61%
2	Computers	\$135,181 -94.09%
3	Power supplies, transformers	\$71,475 -53.45%
4	Lamp and lighting parts	\$53,992 NA
5	Hardware for fixtures	\$52,096 NA
6	Windshield wipers, electric light parts	\$50,720 NA
7	Computer parts	\$36,658 -79.49%
8	Laser-based medical equipment, parts	\$27,581 -59.30%
9	Machines for testing mechanical properties of material	\$24,629 NA
10	Civilian aircraft, engines, parts	\$23,022 -13.08%

Source: WorldCity analysis of U.S. Census Bureau data

Top Laredo imports from Canada in 2013

RANK	2013 VALUE	CHANGE
Total, All Imports		
	\$225,918,957	-10.31%
1	Aircraft	\$35,034,950 376.02%
2	Molding boxes for metal foundries	\$34,891,483 48.48%
3	Cellular, landline phones, parts	\$31,459,243 -70.41%
4	Biodiesel And Mixes Contain Lt 70% Petrol Oils Etc	\$11,476,271 NA
5	Electrical supplies, apparatus, less than 1000V	\$8,299,240 45.69%
6	Personal toiletries for shaving, etc.	\$6,581,926 -18.24%
7	Aircraft launching gear	\$6,000,000 NA
8	Instruments to measure flow levels, parts	\$3,729,268 8,203%
9	Medical equipment for physicals	\$3,523,265 33.85%
10	Parts for heavy machinery	\$3,428,467 -23.62%

Source: WorldCity analysis of U.S. Census Bureau data

UP-TO-DATE TRADE DATA
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Laredo-Taiwan cell phone trade tumbles in 2013

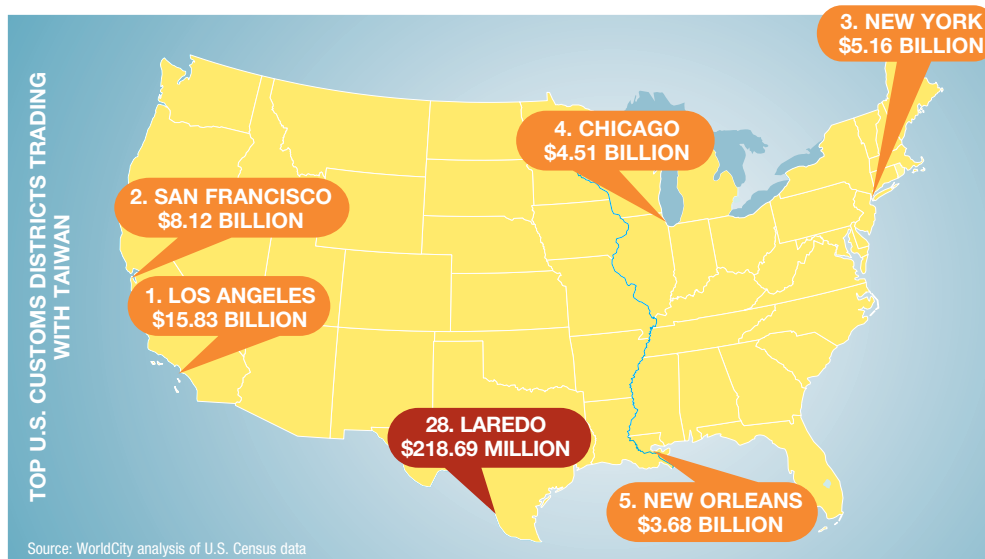
Six of the previous eight years, Taiwan's trade with the Laredo Customs district topped the 2013 total of \$218.69 million, the only exception being 2010, when it dipped to \$204.96 million. The record total was set in 2012, at \$374.81 million. Taiwan's trade with Laredo fell 41.65 percent and it slipped two in rank to No. 10.

EXPORTS: Cell phone exports fell from \$6.47 million to \$42,332, a 99.35 percent decrease. Overall, exports fell from \$7.09 million to \$432,670.

IMPORTS: Cell phone imports also dropped precipitously in 2013. Although their value had topped \$100 million five of the six previous years, in 2013 the value dropped to \$48.62 million.

BALANCE OF TRADE: The Laredo deficit with Taiwan in 2013 was \$217.83 million.

MARKET SHARE: Laredo fell six positions to rank as Taiwan's No. 28-ranked gateway for U.S. trade in 2013. [WC](#)



Top 20 U.S. Customs districts trading with Taiwan

RANK	CUSTOMS DISTRICT	2013 TOTAL TRADE	CHANGE	EXPORTS TO TAIWAN	IMPORTS FROM TAIWAN	SURPLUS/ (DEFICIT)
	All Districts	\$63,570,106,216	0.58%	\$25,638,884,920	\$37,931,221,296	(12,292,336,376)
1	Los Angeles	\$15,826,591,662	1.34%	\$7,144,182,397	\$8,682,409,265	(1,538,226,868)
2	San Francisco	\$8,122,711,185	-0.77%	\$4,490,733,738	\$3,631,977,447	858,756,291
3	New York City	\$5,157,592,311	-10.97%	\$2,313,083,158	\$2,844,509,153	(531,425,995)
4	Chicago	\$4,513,284,841	1.58%	\$966,145,559	\$3,547,139,282	(2,580,993,723)
5	New Orleans	\$3,682,691,445	40.95%	\$807,905,092	\$2,874,786,353	(2,066,881,261)
6	Seattle	\$3,621,504,834	3.91%	\$1,971,449,491	\$1,650,055,343	321,394,148
7	Cleveland	\$3,514,059,299	-8.12%	\$591,875,460	\$2,922,183,839	(2,330,308,379)
8	Dallas	\$3,384,203,423	11.10%	\$1,780,369,825	\$1,603,833,598	176,536,227
9	Atlanta/Savannah	\$2,652,052,137	4.50%	\$984,265,880	\$1,667,786,257	(683,520,377)
10	Houston	\$2,134,919,178	8.10%	\$1,466,609,284	\$668,309,894	798,299,390
11	Anchorage	\$1,437,149,896	-32.09%	\$625,490,422	\$811,659,474	(186,169,052)
12	St. Louis	\$1,050,838,112	-30.58%	\$271,923	\$1,050,566,189	(1,050,294,266)
13	Columbia-Snake River/Portland	\$903,852,748	-1.73%	\$642,085,404	\$261,767,344	380,318,060
14	Low Value Shipments	\$800,637,053	2.70%	\$300,169,785	\$500,467,268	(200,297,483)
15	Norfolk	\$691,318,846	26.76%	\$324,679,629	\$366,639,217	(41,959,588)
16	Miami	\$576,018,138	-3.10%	\$102,970,987	\$473,047,151	(370,076,164)
17	Minneapolis	\$525,096,428	-0.14%	\$11,116,105	\$513,980,323	(502,864,218)
18	Charleston	\$494,675,155	5.58%	\$110,977,723	\$383,697,432	(272,719,709)
19	Wilmington, N.C.	\$483,993,187	0.56%	\$59,734,618	\$424,258,569	(364,523,951)
20	El Paso	\$454,703,526	104.92%	\$627,733	\$454,075,793	(453,448,060)

WorldCity analysis of U.S. Census data

Top Laredo exports to Taiwan in 2013

RANK	2013 VALUE	CHANGE
Total, All Exports	\$432,670	-93.90%
1 Photo-sensitive semi-conductors, parts	\$174,140	NA
2 Optical fibers	\$75,785	NA
3 Polyethers, epoxides and polyesters, primary forms	\$55,166	NA
4 Cellular, landline phones, parts	\$42,332	-99.35%
5 Computers	\$21,704	-24.80%
6 Misc. iron and steel articles	\$20,784	NA
7 Carpets, othert textile floor coverings, woven	\$17,583	NA
8 Misc. aluminum household articles	\$10,486	NA
9 Power supplies, transformers	\$6,100	-95.55%
10 Screws, nuts, bolts, washers	\$5,389	-12.12%

Source: WorldCity analysis of U.S. Census Bureau data

Top Laredo imports from Taiwan in 2013

RANK	2013 VALUE	CHANGE
Total, All Imports	\$218,258,268	-40.65%
1 Unrecorded media for audio	\$66,822,558	35.62%
2 Cellular, landline phones, parts	\$48,619,524	-73.13%
3 TVs, computer monitors	\$14,349,809	-17.26%
4 Computer parts	\$6,841,512	43.37%
5 Motor vehicle parts	\$5,766,083	-17.40%
6 Petroleum jelly, mineral waxes	\$5,007,169	131.01%
7 Power supplies, transformers	\$4,941,135	23.23%
8 Computer chips	\$4,696,821	-33.38%
9 Electric motors, generators, not sets	\$4,577,339	23.51%
10 Electrical supplies, apparatus, less than 1000V	\$4,247,677	22.15%

Source: WorldCity analysis of U.S. Census Bureau data

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A warning: Be careful. There's so much data, so much business intelligence, you can get lost in it.

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laredo top 50 export commodities

1-YEAR CHANGE	2013 RANK	TOTAL LAREDO EXPORTS TO THE WORLD IN 2013	2013	2012	ONE-YEAR CHANGE
		All Exports	\$112,415,410,270	\$105,254,071,432	6.80%
0	1	Motor vehicle parts	\$12,545,939,351	\$12,197,689,721	2.86%
2	2	Gasoline, other fuels	\$3,033,693,527	\$2,664,574,348	13.85%
-1	3	Cellular, landline phones, parts	\$2,928,423,572	\$2,891,664,847	1.27%
-1	4	Motor vehicles for transporting people	\$2,528,810,820	\$2,811,740,882	-10.06%
1	5	Internal combustion piston engines, including aircraft	\$2,071,471,663	\$1,585,066,339	30.69%
-1	6	Plastics	\$1,864,491,790	\$1,656,771,265	12.54%
1	7	Electrical supplies, apparatus, less than 1000V	\$1,634,655,931	\$1,351,284,801	20.97%
1	8	Engine parts	\$1,444,488,706	\$1,327,926,373	8.78%
1	9	Insulated wire, cable	\$1,421,856,196	\$1,262,495,760	12.62%
3	10	Computer chips	\$1,414,408,714	\$1,149,099,629	23.09%
7	11	Petroleum gases, other gaseous hydrocarbons	\$1,351,708,046	\$959,838,913	40.83%
-5	12	Computers	\$1,344,486,494	\$1,406,194,673	-4.39%
-1	13	Taps, cocks and valves for pipes, tanks	\$1,282,706,686	\$1,151,102,911	11.43%
-3	14	Compressors and pumps	\$1,252,445,404	\$1,183,744,366	5.80%
0	15	Chemical compounds	\$1,216,319,557	\$1,038,636,363	17.11%
-2	16	Rubber tires	\$1,123,057,481	\$1,070,153,124	4.94%
2	17	Plastic boxes, containers	\$1,094,097,153	\$929,658,895	17.69%
2	18	Pumps for dispensing liquids	\$998,702,970	\$865,850,526	15.34%
4	19	Misc. plastic articles	\$984,749,232	\$822,948,992	19.66%
7	20	Seats, excluding barber, dental	\$957,912,750	\$765,435,959	25.15%
5	21	Transmission shafts, bearings, gears	\$912,298,776	\$799,977,076	14.04%
2	22	Aluminum plates, sheets, strip more than 0.2mm thick	\$882,116,510	\$807,616,981	9.22%
2	23	Polyethers, epoxides and polyesters, primary forms	\$868,034,264	\$804,025,978	7.96%
-8	24	Corn	\$855,497,139	\$1,030,172,378	-16.96%
-8	25	Soybeans	\$844,652,604	\$982,179,976	-14.00%
15	26	Miscellaneous machines, parts	\$844,552,536	\$600,704,685	40.59%
4	27	Parts for electrical supplies	\$839,920,075	\$700,381,427	19.92%
0	28	Civilian aircraft, engines, parts	\$815,961,121	\$741,863,987	9.99%
-7	29	Misc. iron and steel articles	\$805,872,801	\$825,013,427	-2.32%
3	30	Centrifuges, filters, machines and parts	\$804,875,670	\$672,613,272	19.66%
-1	31	Poultry, fresh, chilled or frozen	\$794,135,695	\$704,209,238	12.77%
-11	32	Train and locomotive parts	\$726,381,816	\$830,158,320	-12.50%
2	33	Pork meat, fresh, frozen or chilled	\$702,579,136	\$633,903,153	10.83%
2	34	Screws, nuts, bolts, washers	\$700,116,447	\$630,052,985	11.12%
5	35	Power supplies, transformers	\$686,662,830	\$606,868,871	13.15%
-4	36	TVs, computer monitors	\$682,278,732	\$674,601,625	1.14%
-8	37	Hot-rolled flat iron, non-alloy steel	\$641,858,534	\$739,291,399	-13.18%
4	38	Plastic plates, sheet, film	\$635,654,951	\$562,778,632	12.95%
73	39	Commercial vehicles	\$628,475,176	\$212,154,273	196.23%
-2	40	Binders for found molds; chemical products	\$599,849,315	\$623,355,277	-3.77%
11	41	Internal combustion engines, including aircraft	\$593,942,179	\$421,930,180	40.77%
1	42	Miscellaneous electrical machinery	\$582,661,489	\$492,870,082	18.22%
12	43	Electrical boards, panels and switches	\$571,142,181	\$412,565,061	38.44%
1	44	Automatic regulating instruments, parts	\$525,593,126	\$488,849,888	7.52%
-11	45	Parts for heavy machinery	\$525,071,129	\$643,320,184	-18.38%
1	46	Printers, all types, parts	\$521,427,842	\$468,637,017	11.26%
-10	47	Aluminum, unwrought	\$506,354,027	\$628,946,701	-19.49%
-2	48	Meat of bovine animals, fresh or chilled	\$501,112,858	\$475,716,288	5.34%
2	49	Plastic tubes, hoses and fittings	\$477,920,453	\$439,470,956	8.75%
33	50	Misc. chemical reaction initiators, accelerators	\$477,655,833	\$285,075,218	67.55%

Source: WorldCity analysis of U.S. Census data

top 5 | Ports for Exports by dollar value

RANK	PORT	TOTAL EXPORTS
1	City of Laredo	83,034,611,281
2	Hidalgo	10,819,541,956
3	Brownsville	9,237,421,810
4	Eagle Pass	7,107,687,282
5	Del Rio	1,869,366,581

1. City of Laredo | Top Trade Partners, exports

RANK	COUNTRY	TOTAL VALUE	%CHANGE
	WORLD TOTAL	\$83,034,611,281	8.40%
1	Mexico	\$82,975,334,844	8.38%
2	Peru	\$18,920,002	18143.88%
3	Mayotte	\$5,607,905	62.09%
4	Chile	\$4,895,822	3914.45%
5	China	\$2,508,542	-0.09%
	COMMODITY	TOTAL VALUE	% CHANGE
1	Motor vehicle parts	\$11,414,367,272	2.57%
2	Cellular, landline phones, equipment	\$2,450,423,379	9.45%
3	Internal combustion piston engines, including aircraft	\$2,057,497,979	32.13%
4	Motor vehicles	\$1,513,939,546	-10.35%
5	Plastics	\$1,491,140,790	17.73%

Source: WorldCity analysis of U.S. Census Bureau data

2. Hidalgo | Top Trade Partners, exports

RANK	COUNTRY	TOTAL VALUE	% CHANGE
	WORLD TOTAL	\$10,819,541,956	6.62%
1	Mexico	\$10,814,178,258	6.69%
2	Germany	\$786,325	195.33%
3	Japan	\$572,489	-25.97%
4	China	\$545,695	-30.70%
5	Belize	\$487,067	4540.94%
	COMMODITY	TOTAL VALUE	% CHANGE
1	Petroleum gases, other gaseous hydrocarbons	\$784,094,115	55.44%
2	Gasoline, other fuels	\$479,815,759	20.11%
3	Computers	\$335,279,623	-7.64%
4	Cellular phones, landlines, equipment	\$323,020,947	-44.02%
5	Motor vehicle parts	\$316,187,642	11.35%

Source: WorldCity analysis of U.S. Census Bureau data

3. Brownsville | Top Trade Partners, exports

RANK	COUNTRY	TOTAL VALUE	% CHANGE
	WORLD TOTAL	\$9,237,421,810	6.33%
1	Mexico	\$8,696,735,195	5.44%
2	Colombia	\$211,882,507	304.23%
3	Guatemala	\$116,788,592	-3.96%
4	Panama	\$71,564,484	-13.24%
5	El Salvador	\$30,134,974	-13.53%
	COMMODITY	TOTAL VALUE	% CHANGE
1	Gasoline, other fuels	\$1,556,242,598	14.81%
2	Motor vehicle parts	\$482,417,904	4.79%
3	Soybeans, whether broken or not	\$291,942,619	-21.64%
4	Computer chips	\$198,651,159	15.00%
5	Seats	\$183,967,556	27.14%

Source: WorldCity analysis of U.S. Census Bureau data

4. Eagle Pass | Top Trade Partners, exports

RANK	COUNTRY	TOTAL VALUE	% CHANGE
	WORLD TOTAL	\$7,107,687,282	-8.76%
1	Mexico	\$7,106,887,544	-8.68%
2	Macau	\$285,582	NA
3	Mayotte	\$203,598	-96.86%
4	Colombia	\$129,224	361.48%
5	Mauritius	\$84,875	NA
	COMMODITY	TOTAL VALUE	% CHANGE
1	Motor vehicles	\$896,278,866	-11.83%
2	Train and locomotive parts	\$450,207,474	20.96%
3	Soybeans, whether broken or not	\$425,059,265	-2.19%
4	Motor vehicle parts	\$239,749,253	2.07%
5	Chemical compounds	\$229,421,385	16.76%

Source: WorldCity analysis of U.S. Census Bureau data

5. Del Rio | Top Trade Partners, exports

RANK	COUNTRY	TOTAL VALUE	% CHANGE
	WORLD TOTAL	\$1,869,366,581	11.06%
1	Mexico	\$1,868,943,823	11.10%
2	Mozambique	\$116,434	-4.19%
3	Monaco	\$85,352	26.99%
4	Angola	\$84,500	NA
5	Malaysia	\$27,175	NA
	COMMODITY	TOTAL VALUE	% CHANGE
1	Civilian aircraft, engines, parts	\$224,315,761	20.00%
2	Compressors and pumps	\$111,377,203	0.24%
3	Misc. textile fabrics	\$97,080,660	48.91%
4	Motor vehicle parts	\$84,468,005	3.97%
5	Seats	\$81,928,462	-3.66%

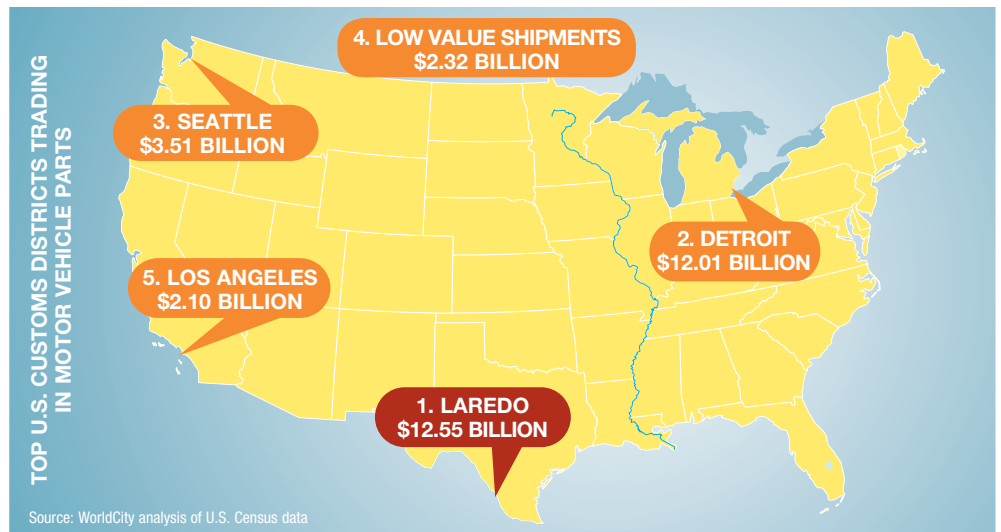
Source: WorldCity analysis of U.S. Census Bureau data

Laredo passes Detroit to rank No. 1 for car parts

The value of motor vehicle part exports topped \$6 billion in 2000 but did not do so again until 2010, when the total was \$8.36 billion. The next year, the total topped \$10 billion and the last two, including the 2013 record year, the total topped \$12 billion.

COUNTRIES: The surge in motor vehicle exports since 2010 is to serve Mexico's thriving automotive industry, which serves both the U.S. market as well as the growing domestic market there.

CUSTOMS DISTRICTS: Laredo became the nation's No. 1-ranked Customs district for motor vehicle part exports in 2013, surpassing Detroit, which had held the title almost certainly since the early days of the automotive industry. Detroit's record years were 2005 through 2007, when the total topped \$16 billion each year. **WC**



Laredo's Top Markets for Motor Vehicle Parts

RANK	2013 2013 VALUE	DOLLAR CHANGE	% CHANGE
World Total	\$12,545,939,351	\$348,249,630	2.86%
1 Mexico	\$12,493,004,632	\$367,568,573	3.03%
2 Guatemala	\$29,009,949	\$(12,636,498)	-30.34%
3 Nicaragua	\$6,683,121	\$(577,575)	-7.95%
4 El Salvador	\$6,382,645	\$(4,185,648)	-39.61%
5 Honduras	\$4,148,175	\$(3,010,560)	-42.05%
6 Belize	\$3,141,078	\$430,828	15.90%
7 Costa Rica	\$1,297,135	\$(557,400)	-30.06%
8 Saudi Arabia	\$807,475	\$807,475	NA
9 Mayotte	\$328,209	\$316,973	2,821%
10 Macau	\$224,150	\$200,301	839.87%
11 Romania	\$135,294	\$(261,930)	-65.94%
12 Panama	\$118,105	\$57,755	95.70%
13 China	\$111,634	\$98,263	734.90%
14 Macedonia	\$86,911	\$86,911	NA
15 Micronesia	\$78,769	\$78,769	NA

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Motor Vehicle Part Exports

RANK	2013 2013 VALUE	DOLLAR CHANGE	% CHANGE
All Districts	\$42,938,967,428	\$1,139,751,804	2.73%
1 Laredo	\$12,545,939,351	\$348,249,630	2.86%
2 Detroit	\$12,011,880,859	\$(2,733,054,966)	-18.54%
3 Seattle	\$3,506,058,574	\$3,100,021,376	763.48%
4 Low Value Shipments	\$2,324,332,075	\$80,728,859	3.60%
5 Los Angeles	\$2,100,905,474	\$239,262,484	12.85%
6 Nogales/Phoenix	\$1,413,665,565	\$421,636,313	42.50%
7 San Diego	\$1,124,137,606	\$(13,572,418)	-1.19%
8 New York City	\$1,057,648,225	\$(119,600,131)	-10.16%
9 Miami	\$837,483,962	\$(70,234,286)	-7.74%
10 Buffalo	\$784,501,850	\$3,589,145	0.46%
11 El Paso	\$727,295,618	\$28,701,040	4.11%
12 Norfolk	\$568,896,081	\$(49,401,874)	-7.99%
13 Pembina, N.D.	\$498,584,144	\$(17,808,067)	-3.45%
14 Jacksonville/Tampa	\$479,179,114	\$(51,066,392)	-9.63%
15 Duluth, Minn.	\$416,430,327	\$377,562,346	971.40%

Source: WorldCity analysis of U.S. Census data

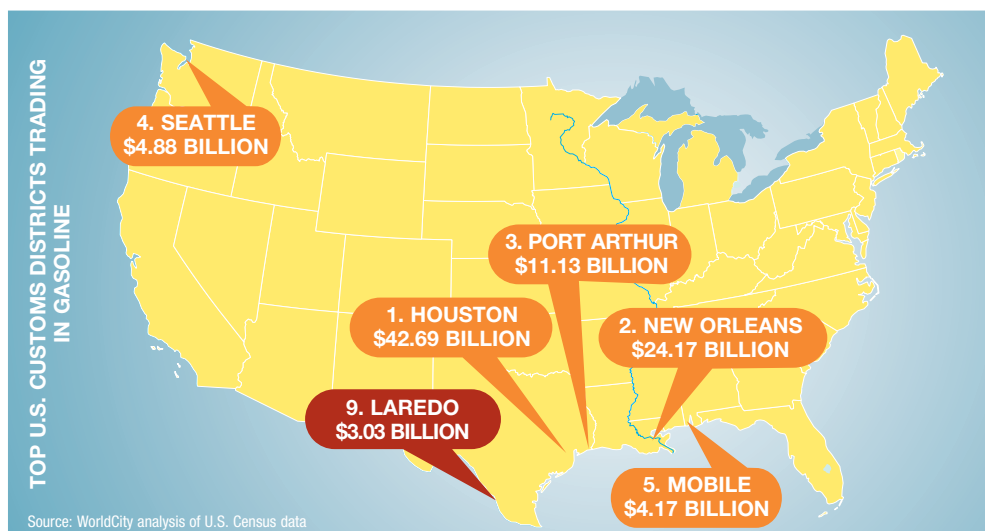
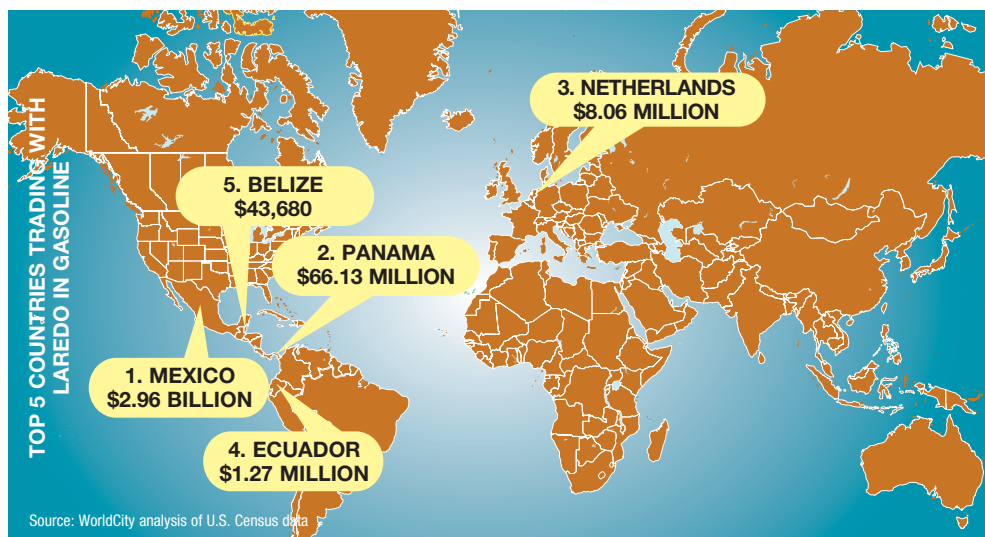
UP-TO-DATE TRADE DATA AVAILABLE ONLINE!

Gasoline exports top \$3 billion, gain two in rank

The value of gasoline exports from Laredo has doubled since 2010, when the total was \$1.19 billion, and are up tenfold in the last decade, mirroring national trends. With the 13.85 percent increase, gasoline moved up two positions to become the second most important export from the Customs district in 2013. For the first time, Laredo exports of gasoline and related fuels topped \$3 billion in value.

COUNTRIES: Of the \$369.12 million increase in the value of exports, Mexico accounted for \$361.49 million. Laredo exported to seven nations in 2013.

CUSTOMS DISTRICTS: Laredo retained its No. 9 ranking among the nation's top Customs districts in 2013. Its 2.71 percent of all U.S. gasoline exports is higher than the last two years but well off the 5.70 percent market share of 1998. [WC](#)



Laredo's Top Markets for Gasoline

RANK	2013 VALUE	DOLLAR CHANGE	% CHANGE
World Total	\$3,033,693,527	\$369,119,179	13.85%
1 Mexico	\$2,958,182,072	\$361,485,537	13.92%
2 Panama	\$66,131,927	\$1,673,422	2.60%
3 Netherlands	\$8,056,990	\$8,056,990	NA
4 Ecuador	\$1,267,241	\$1,267,241	NA
5 Belize	\$43,680	\$34,749	389.08%
6 Mayotte	\$8,605	\$2,752	47.02%
7 India	\$3,012	\$3,012	NA

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Gasoline Exports

RANK	2013 VALUE	DOLLAR CHANGE	% CHANGE
All Districts	\$111,798,479,883	\$9,257,560,811	9.03%
1 Houston	\$42,687,352,346	(\$43,677,060)	-0.10%
2 New Orleans	\$24,173,024,711	\$3,228,452,116	15.41%
3 Port Arthur, Texas	\$11,126,214,475	\$3,651,186,194	48.85%
4 Seattle	\$4,875,810,501	\$1,082,003,393	28.52%
5 Mobile, Ala.	\$4,174,764,718	\$292,760,705	7.54%
6 Pembina, N.D.	\$4,001,429,334	\$3,139,624,038	364.31%
7 San Francisco	\$3,884,161,744	\$517,866,790	15.38%
8 New York City	\$3,198,128,112	(\$2,592,230,393)	-44.77%
9 Laredo	\$3,033,693,527	\$369,119,179	13.85%
10 Philadelphia	\$2,933,534,582	\$1,412,122,113	92.82%
11 Detroit	\$1,858,104,110	\$848,007,441	83.95%
12 Los Angeles	\$1,302,682,220	\$132,020,672	11.28%
13 U.S. Virgin Islands	\$948,053,565	\$150,766,875	18.91%
14 Duluth, Minn.	\$636,523,498	\$37,144,070	6.20%
15 El Paso	\$627,606,927	(\$519,889,928)	-45.31%

Source: WorldCity analysis of U.S. Census data

CELLULAR, LANDLINE PHONES

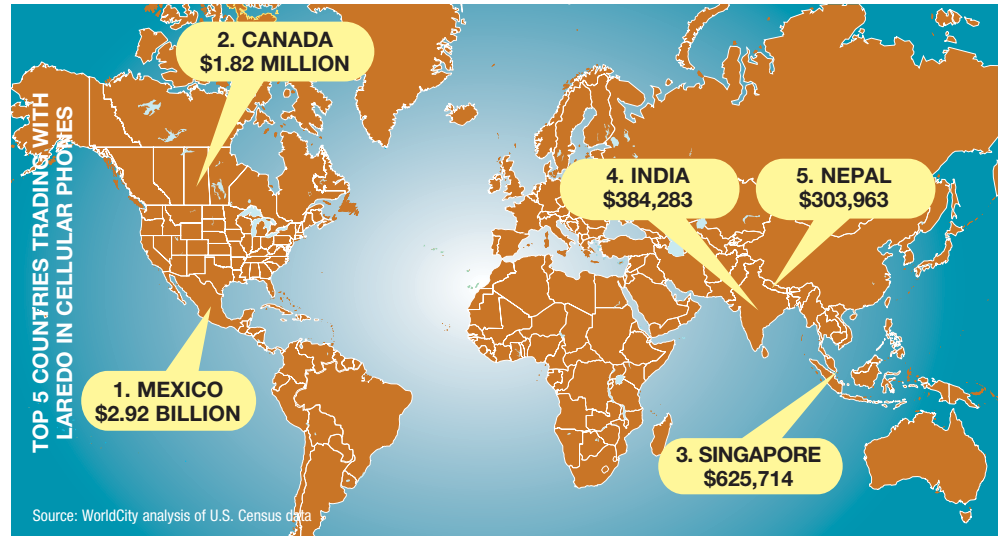
Total world trade | \$2.93 billion

Cell phone exports near \$3 billion mark once again

Cellular phone exports first topped \$1 billion in 2007, when the total jumped from \$373.77 million to \$1.43 billion. The category, which includes landline phones and parts, rose quickly four successive years, finally cresting at \$3.39 billion in 2011. After a decline in 2012, the cell phone exports rose again in 2013, to \$2.93 billion. The 1.27 percent increase was less than a fifth of the growth rate for all Laredo exports, which advanced 6.80 percent.

COUNTRIES: Mexico is the United States' top export market for cell phones, and Laredo accounts for \$2.92 billion of the \$5.04 billion total.

CUSTOMS DISTRICTS: Laredo is the nation's second most important Customs district for cell phone exports, trailing only Miami, the "Gateway to Latin America" for many high-tech products. **WC**



Laredo's Top Markets for Cellular Phones

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	World Total	\$2,928,423,572	\$36,758,725	1.27%
1	Mexico	\$2,923,573,021	\$47,930,392	1.67%
2	Canada	\$1,823,176	\$(627,587)	-25.61%
3	Singapore	\$625,714	\$197,772	46.21%
4	India	\$384,283	\$165,801	75.89%
5	Nepal	\$303,963	\$291,363	2,312%
6	United Arab Emirates	\$276,399	\$244,685	771.54%
7	Thailand	\$263,174	\$47,174	21.84%
8	South Korea	\$197,740	\$171,552	655.08%
9	China	\$120,537	\$(73,940)	-38.02%
10	Saudi Arabia	\$109,174	\$33,224	43.74%
11	Czech Republic	\$104,740	\$62,707	149.19%
12	Indonesia	\$94,339	\$58,082	160.20%
13	Israel	\$74,941	\$(318,377)	-80.95%
14	Malaysia	\$67,836	\$(132,583)	-66.15%
15	Macau	\$63,169	\$63,169	NA

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Cellular Phone Exports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	All Districts	\$31,231,749,598	\$2,488,579,626	8.66%
1	Miami	\$5,624,170,323	\$505,888,310	9.88%
2	Laredo	\$2,928,423,572	\$36,758,725	1.27%
3	New York City	\$2,805,918,800	\$465,503,271	19.89%
4	San Francisco	\$2,781,175,572	\$834,561,226	42.87%
5	Los Angeles	\$2,672,946,828	\$243,801,031	10.04%
6	Dallas-Fort Worth	\$2,125,914,187	\$(203,513,001)	-8.74%
7	Cleveland	\$1,957,381,342	\$485,932,054	33.02%
8	New Orleans	\$1,905,908,020	\$412,062,262	27.58%
9	Houston	\$1,144,275,422	\$(205,690,393)	-15.24%
10	Detroit	\$1,099,794,385	\$(129,235,478)	-10.52%
11	Chicago	\$1,035,934,639	\$(43,526,835)	-4.03%
12	El Paso	\$960,951,547	\$212,452,333	28.38%
13	Buffalo	\$658,123,945	\$(23,831,560)	-3.49%
14	San Diego	\$373,373,580	\$21,064,679	5.98%
15	Anchorage	\$373,052,757	\$140,882,484	60.68%

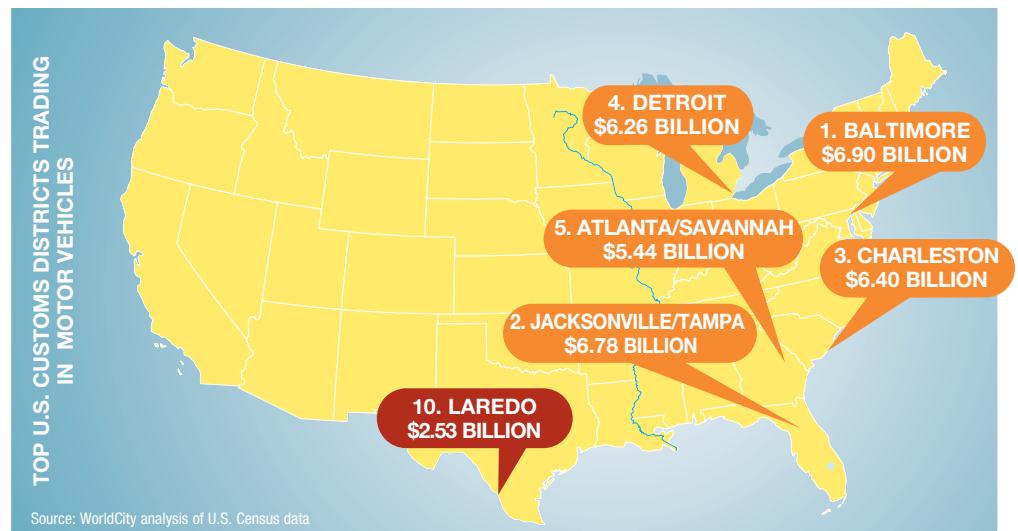
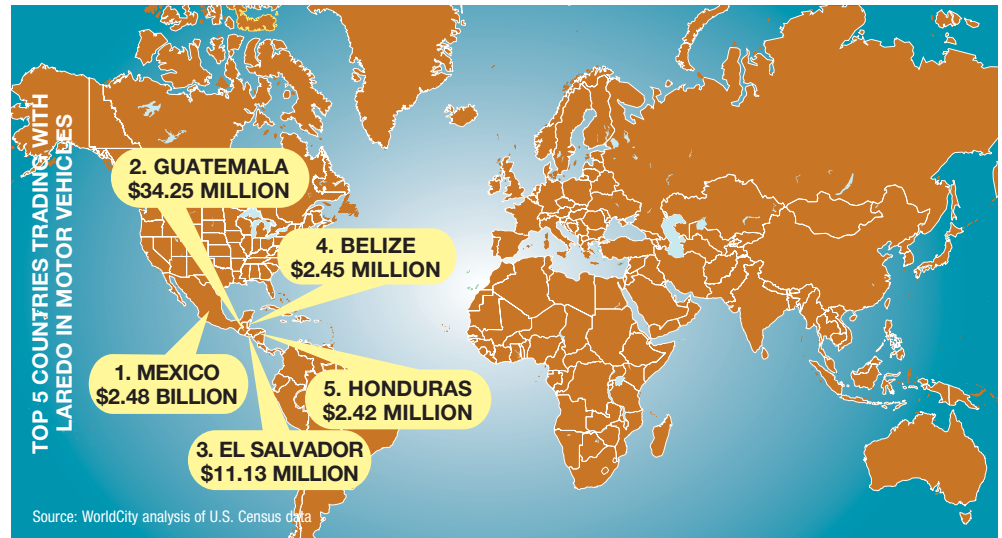
Source: WorldCity analysis of U.S. Census data

Motor vehicle exports steady above \$2 billion

For 13 of the last 14 years, Laredo's motor vehicle exports have topped \$2 billion, with eight of those years above \$2.5 billion, including in 2013. In 2011, the total was \$2.99 billion, the closest to topping \$3 billion. That year, motor vehicles were the Customs district's second most important export after motor vehicle parts.

COUNTRIES: Exports to Mexico declined \$273.07 million from the 2012 total, but that is the second highest total since 2006. The only higher total in that time period was the \$2.65 billion total in 2008, before the global economic crisis.

CUSTOMS DISTRICTS: Laredo slipped one in rank among the nation's Customs districts to No. 10. Its market share of exports, at 4.43 percent, is the lowest since 1995. A significant factor is foreign auto makers manufacturing in the United States for export. [WC](#)



Laredo's Top Markets for Motor Vehicles

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	World Total	\$2,528,810,820	\$(282,930,062)	-10.06%
1	Mexico	\$2,477,001,814	\$(273,071,671)	-9.93%
2	Guatemala	\$34,247,179	\$(3,600,571)	-9.51%
3	El Salvador	\$11,127,181	\$(3,979,637)	-26.34%
4	Belize	\$2,452,886	\$(295,088)	-10.74%
5	Honduras	\$2,421,794	\$(2,051,664)	-45.86%
6	Nicaragua	\$687,524	\$(159,945)	-18.87%
7	Costa Rica	\$258,352	\$(321,861)	-55.47%
8	China	\$251,308	\$251,308	NA
9	Australia	\$236,315	\$236,315	NA
10	Macau	\$45,571	\$45,571	NA
11	Georgia	\$34,996	\$29,996	599.92%
12	Germany	\$26,070	\$26,070	NA
13	Panama	\$5,000	\$(20,250)	-80.20%
14	Gabon	\$4,485	\$4,485	NA
15	Tanzania	\$3,970	\$3,970	NA

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Motor Vehicle Exports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	All Districts	\$57,132,161,095	\$2,573,464,945	4.72%
1	Baltimore	\$6,902,468,257	\$364,045,927	5.57%
2	Jacksonville/Tampa	\$6,780,114,647	\$522,739,660	8.35%
3	Charleston	\$6,401,403,787	\$(117,262,815)	-1.80%
4	Detroit	\$6,264,102,610	\$(1,043,415,114)	-14.28%
5	Atlanta/Savannah	\$5,435,062,538	\$247,552,776	4.77%
6	New York City	\$5,050,268,064	\$820,534,713	19.40%
7	Buffalo	\$4,163,364,984	\$(24,010,257)	-0.57%
8	Seattle	\$3,847,635,683	\$2,127,270,886	123.65%
9	Los Angeles	\$3,036,747,400	\$(131,997,498)	-4.17%
10	Laredo	\$2,528,810,820	\$(282,930,062)	-10.06%
11	Pembina, N.D.	\$1,207,543,347	\$21,585,492	1.82%
12	El Paso	\$883,185,849	\$232,967,966	35.83%
13	Houston	\$878,543,582	\$(74,659,154)	-7.83%
14	Miami	\$877,699,877	\$(197,065,851)	-18.34%
15	Philadelphia	\$773,842,554	\$16,983,107	2.24%

Source: WorldCity analysis of U.S. Census data

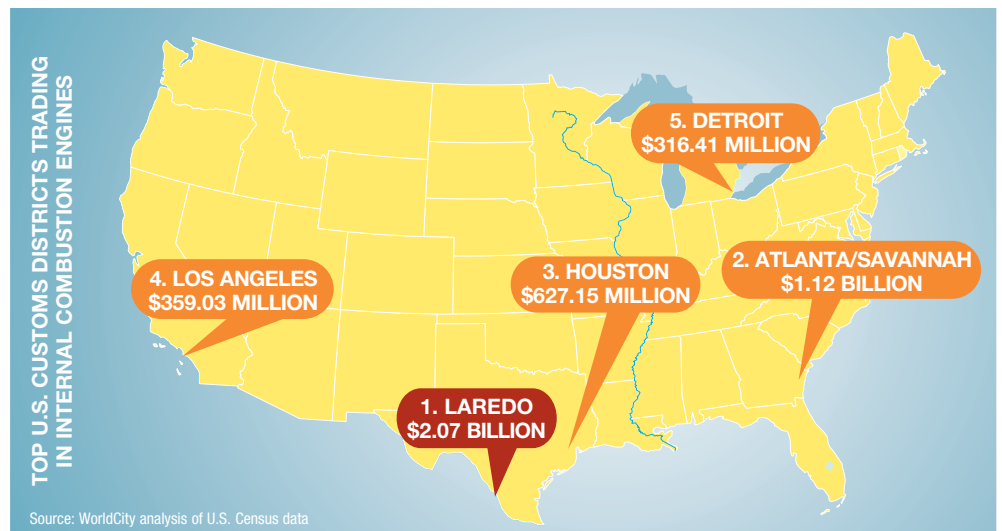
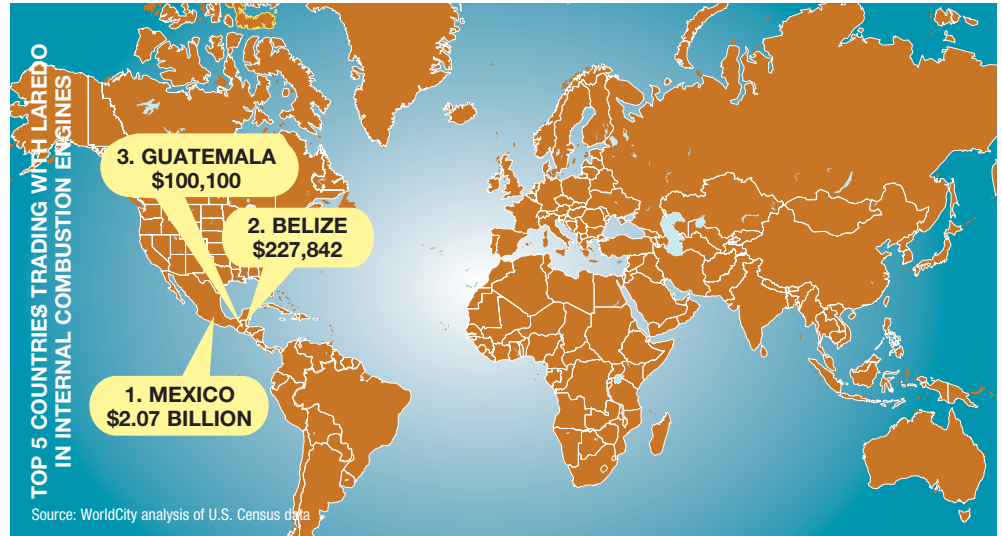
UP-TO-DATE TRADE DATA AVAILABLE ONLINE!

Laredo tops 30% share for engines, 1st time since '07

The value of internal combustion engine exports topped \$2 billion for the first time in 2013, advancing one to rank as the Laredo Customs district's fifth most important. The \$486.41 million increase in value is the largest among the more than the 1,174 commodities the Customs districts shipped in 2013. Engine exports have risen 90.90 percent in just three years.

COUNTRIES: Exports to Mexico accounted for more than \$2 billion for the first time as well in 2013.

CUSTOMS DISTRICTS: For the fourth time in the last two decades, and the first time since 2007, Laredo accounted for more than 30 percent of the nation's engine exports. It has been No. 1 since 2008, when it last replaced Detroit. It first passed Detroit in 2003. Detroit is the only other Customs district to have topped 30 percent. **WC**



Laredo's Top Markets for Internal Combustion Engines

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	World Total	\$2,071,471,663	\$486,405,324	30.69%
1	Mexico	\$2,071,143,721	\$486,489,903	30.70%
2	Belize	\$227,842	\$(3,945)	-1.70%
3	Guatemala	\$100,100	\$(1,534)	-1.51%

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Internal Combustion Engine Exports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	All Districts	\$6,485,937,141	\$255,725,116	4.10%
1	Laredo	\$2,071,471,663	\$486,405,324	30.69%
2	Atlanta/Savannah	\$1,115,210,689	\$(93,388,680)	-7.73%
3	Houston	\$627,152,440	\$79,923,743	14.61%
4	Los Angeles	\$359,026,605	\$(13,645,606)	-3.66%
5	Detroit	\$316,411,548	\$(42,008,595)	-11.72%
6	New York City	\$308,920,017	\$44,666,332	16.90%
7	Norfolk	\$294,493,815	\$43,313,748	17.24%
8	San Diego	\$275,919,219	\$(52,226,931)	-15.92%
9	Pembina, N.D.	\$184,988,039	\$(25,098,947)	-11.95%
10	Ogdensburg, N.Y.	\$174,962,633	\$6,963,982	4.15%
11	Miami	\$166,372,611	\$(15,161,504)	-8.35%
12	Charleston	\$126,395,815	\$(50,994,809)	-28.75%
13	Baltimore	\$87,440,129	\$1,455,377	1.69%
14	Jacksonville/Tampa	\$64,244,865	\$(4,444,568)	-6.47%
15	Seattle	\$55,760,813	\$(37,904,480)	-40.47%

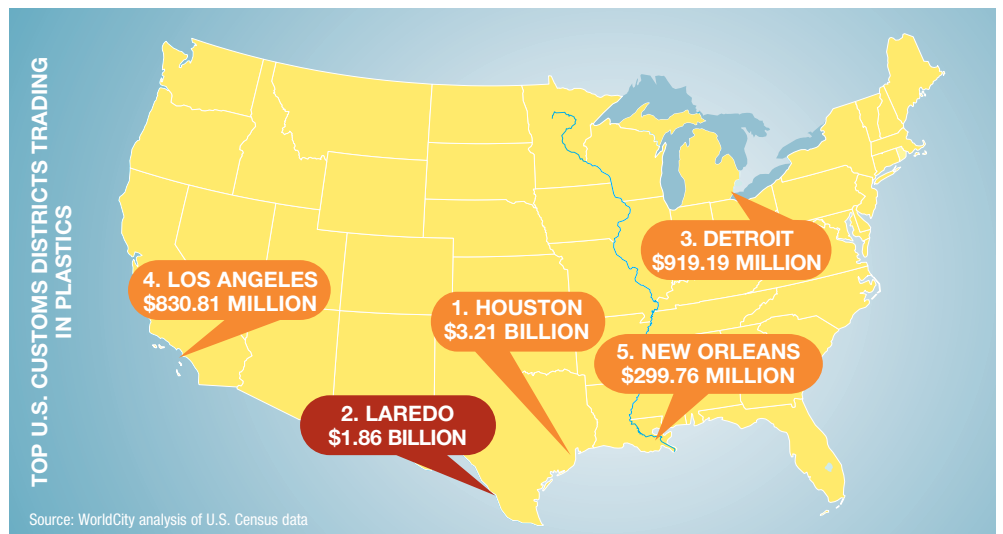
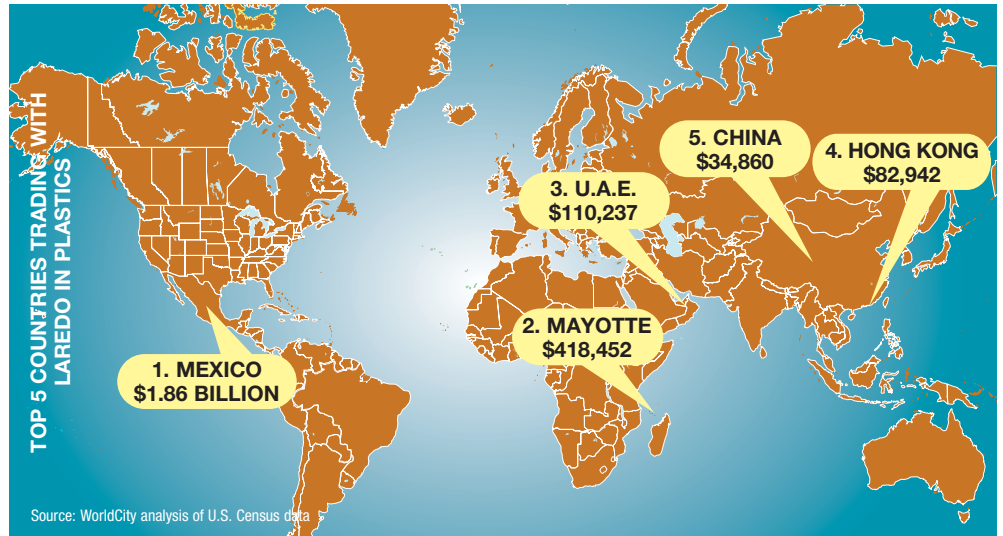
Source: WorldCity analysis of U.S. Census data

Plastic compound exports topple record in 2013

Houston and Laredo ranked first and second among the nation's Customs districts for exports of ethylene polymers – commonly used in plastics – in 2013 just as they did one year, five years and 10 years ago. Both had record-setting years in 2013. Laredo's 12.54 percent growth rate was insufficient to allow it to keep its No. 5 rank among the district's top exports.

COUNTRIES: Exports to Mexico increased \$124.70 million in 2013.

CUSTOMS DISTRICTS: For 13 of the last 16 years, Laredo has accounted for more than 20 percent of all U.S. exports of ethylene polymers. The 23.28 percent of the U.S. total in 2013 was the highest percentage since 2006. Houston's total topped 40 percent in 2013 for the first time after six years above 30 percent of the nation's total. **WC**



Laredo's Top Markets for Plastics

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	World Total	\$1,864,491,790	\$207,720,525	12.54%
1	Mexico	\$1,863,806,457	\$207,311,051	12.52%
2	Mayotte	\$418,452	\$289,388	224.22%
3	United Arab Emirates	\$110,237	\$110,237	NA
4	Hong Kong	\$82,942	\$82,942	NA
5	China	\$34,860	\$34,860	NA
6	Macau	\$24,292	\$24,292	NA
7	Macedonia	\$14,550	\$14,550	NA

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Plastics Exports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	All Districts	\$8,007,747,330	\$456,824,885	6.05%
1	Houston	\$3,209,121,984	\$457,267,140	16.62%
2	Laredo	\$1,864,491,790	\$207,720,525	12.54%
3	Detroit	\$919,189,525	\$14,269,714	1.58%
4	Los Angeles	\$830,808,391	(\$198,248,674)	-19.27%
5	New Orleans	\$299,762,643	\$40,562,959	15.65%
6	Pembina, N.D.	\$157,765,163	(\$13,125,583)	-7.68%
7	New York City	\$129,001,951	\$3,688,909	2.94%
8	San Diego	\$104,935,933	(\$66,045,321)	-38.63%
9	Duluth, Minn.	\$97,087,722	(\$2,302,036)	-2.32%
10	Buffalo	\$84,003,076	(\$11,629,417)	-12.16%
11	Charleston	\$49,488,209	\$25,054,903	102.54%
12	Ogdensburg, N.Y.	\$48,660,886	(\$3,251,976)	-6.26%
13	Seattle	\$34,677,390	\$6,975,768	25.18%
14	El Paso	\$31,953,223	(\$783,164)	-2.39%
15	Nogales/Phoenix	\$28,096,609	\$8,515,386	43.49%

Source: WorldCity analysis of U.S. Census data

ELECTRICAL SWITCHES

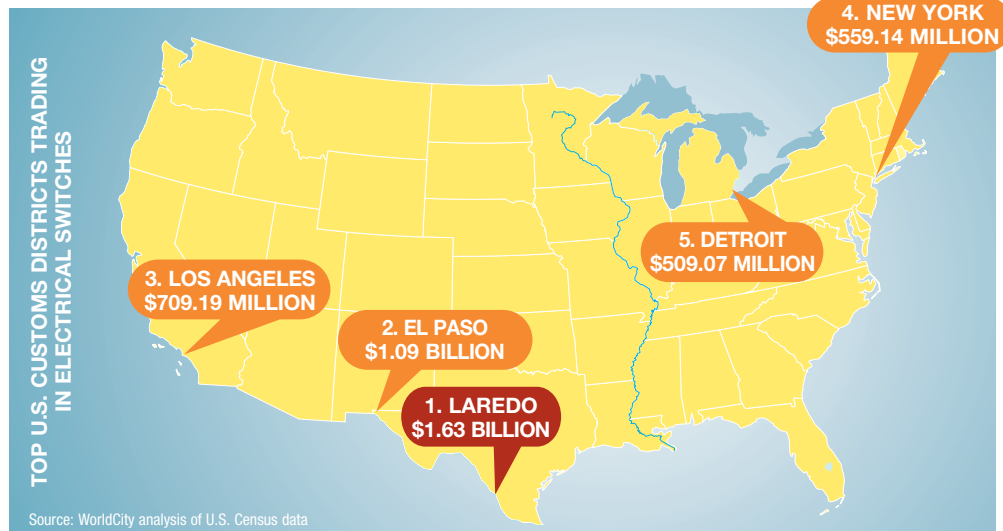
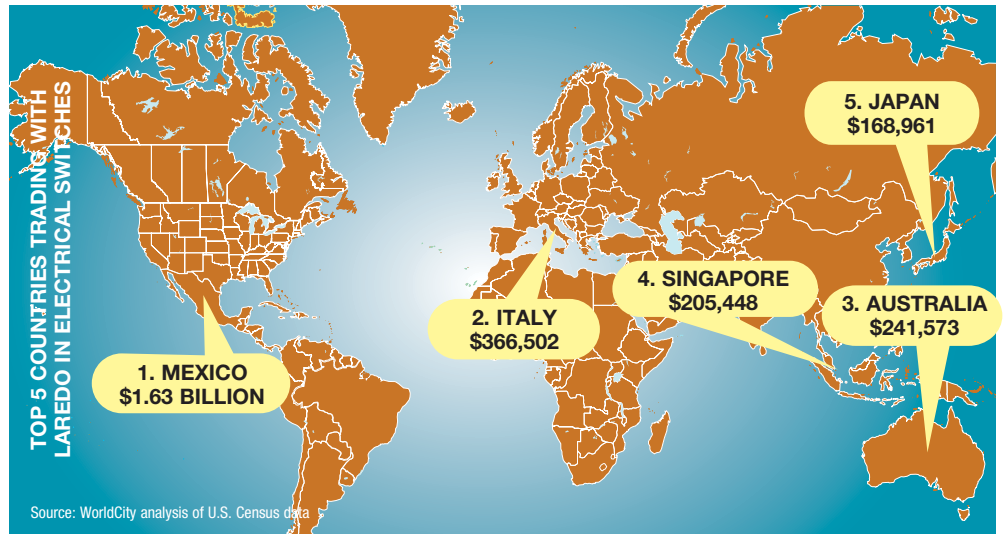
Total world trade | \$1.63 billion

Electrical part growth is triple Laredo average

Even of Laredo's top 15 export categories set records in 2013, and electrical switches was one of them. The category includes circuit breakers, fuses and similar products used in a wide variety of industries and manufactured products. Exports grew 20.97 percent, better than three times the rate for overall Laredo exports.

COUNTRIES: Laredo exported to 28 nations in this category in 2013, including countries in Europe, Asia, Central America and South America. Mexico was on the receiving end for 99.91 percent of the total exports nonetheless, the highest percentage in a decade.

CUSTOMS DISTRICTS: Laredo has led the nation in this export category since 1996, when it passed New York City. Until 2012, it was the only Customs district to have topped \$1 billion. **WC**



Laredo's Top Markets for Electrical Switches

RANK	2013 VALUE	DOLLAR CHANGE	% CHANGE
World Total	\$1,634,655,931	\$283,371,130	20.97%
1 Mexico	\$1,633,114,759	\$285,122,655	21.15%
2 Italy	\$366,502	\$299,874	450.07%
3 Australia	\$241,573	\$241,573	NA
4 Singapore	\$205,448	\$9,939	5.08%
5 Japan	\$168,961	\$(169,751)	-50.12%
6 Ukraine	\$144,571	\$144,571	NA
7 China	\$121,263	\$(1,727,947)	-93.44%
8 Germany	\$86,081	\$1,001	1.18%
9 Micronesia	\$34,926	\$34,926	NA
10 Hong Kong	\$17,346	\$(62,908)	-78.39%
11 United Kingdom	\$15,359	\$402	2.69%
12 Turkmenistan	\$14,377	\$14,377	NA
13 Mayotte	\$14,040	\$14,040	NA
14 Finland	\$12,981	\$12,981	NA
15 Nicaragua	\$11,778	\$11,778	NA

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Electrical Switch Exports

RANK	2013 VALUE	DOLLAR CHANGE	% CHANGE
All Districts	\$9,380,294,182	\$432,987,338	4.84%
1 Laredo	\$1,634,655,931	\$283,371,130	20.97%
2 El Paso	\$1,087,441,231	\$70,239,848	6.91%
3 Los Angeles	\$709,186,273	\$67,804,467	10.57%
4 New York City	\$559,138,474	\$10,106,480	1.84%
5 Detroit	\$509,068,448	\$(106,985,918)	-17.37%
6 Cleveland	\$507,453,748	\$47,791,370	10.40%
7 Miami	\$446,762,488	\$35,675,772	8.68%
8 Low Value Shipments	\$392,806,398	\$(50,632,934)	-11.42%
9 New Orleans	\$389,749,444	\$(9,696,057)	-2.43%
10 San Diego	\$389,649,850	\$26,338,628	7.25%
11 Chicago	\$363,441,821	\$19,682,385	5.73%
12 San Francisco	\$307,912,984	\$43,056,812	16.26%
13 Nogales/Phoenix	\$258,579,028	\$24,324,508	10.38%
14 Buffalo	\$250,331,912	\$(4,750,363)	-1.86%
15 San Juan	\$202,672,742	\$(9,011,453)	-4.26%

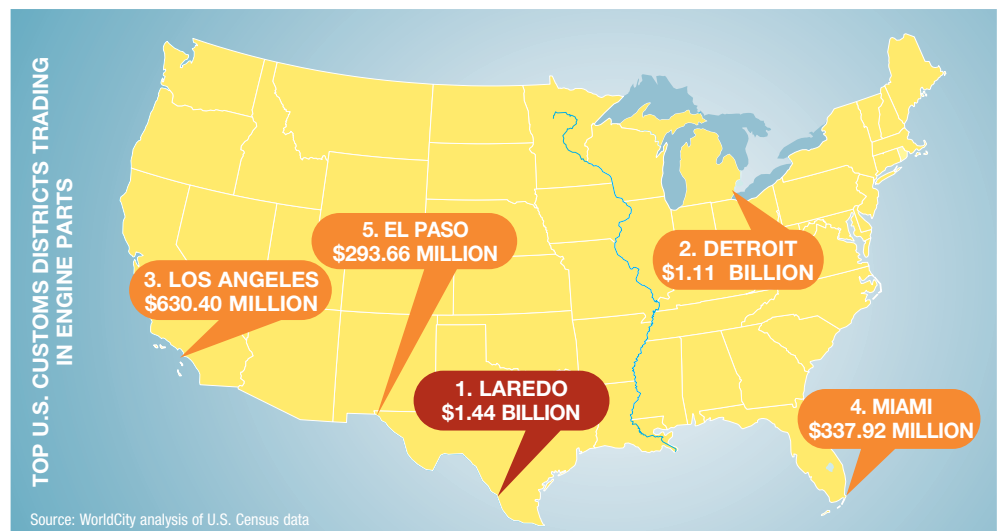
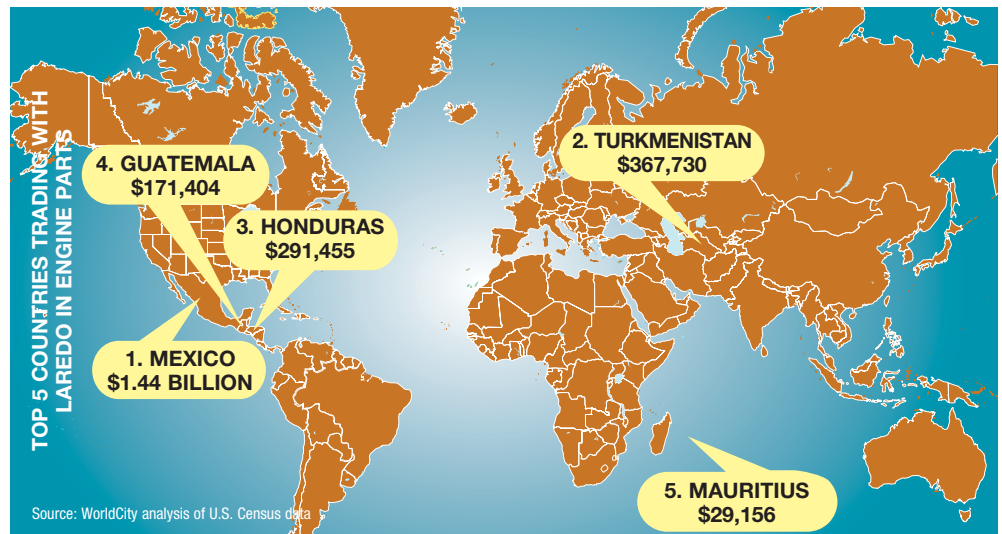
Source: WorldCity analysis of U.S. Census data

Laredo passes Detroit, leads U.S. in engine parts

Engine part exports from Laredo in 2013 set a record, moved up one in importance among all exports from the Customs district, and – most significantly – surpassed Detroit for the first time to lead the nation.

COUNTRIES: Mexico accounted for more than 99.93 percent of the total for the fourth straight year.

CUSTOMS DISTRICTS: Laredo accounted for less than 10 percent of all U.S. engine part exports one decade ago and 12.84 percent in 2008, five years ago. Detroit during those years accounted for more than 30 percent of the total. Detroit fell below 30 percent in 2010 and below 20 percent in 2013. Laredo first accounted for more than 20 percent of the nation's total in 2011. In 2013, the Customs district accounted for 25.72 percent. **WC**



Laredo's Top Markets for Engine Parts

RANK	2013 VALUE	DOLLAR CHANGE	% CHANGE
World Total	\$1,444,488,706	\$116,562,333	8.78%
1 Mexico	\$1,443,620,424	\$116,466,691	8.78%
2 Turkmenistan	\$367,730	\$367,730	NA
3 Honduras	\$291,455	\$(7,752)	-2.59%
4 Guatemala	\$171,404	\$(98,045)	-36.39%
5 Mauritius	\$29,156	\$29,156	NA
6 Belize	\$5,737	\$(36,100)	-86.29%
7 El Salvador	\$2,800	\$2,800	NA

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Engine Part Exports

RANK	2013 VALUE	DOLLAR CHANGE	% CHANGE
All Districts	\$5,615,626,492	(\$292,283,790)	-4.95%
1 Laredo	\$1,444,488,706	\$116,562,333	8.78%
2 Detroit	\$1,112,784,530	(\$449,639,883)	-28.78%
3 Los Angeles	\$630,400,839	\$79,542,128	14.44%
4 Miami	\$337,923,186	\$25,775,334	8.26%
5 El Paso	\$293,661,683	(\$3,602,789)	-1.21%
6 New York City	\$243,807,093	(\$88,854,141)	-26.71%
7 Norfolk	\$206,917,790	\$67,817,207	48.75%
8 Low Value Shipments	\$151,130,476	(\$26,656,678)	-14.99%
9 Chicago	\$139,426,524	(\$13,994,804)	-9.12%
10 Seattle	\$131,041,817	\$14,202,730	12.16%
11 Buffalo	\$120,386,280	\$2,840,199	2.42%
12 Pembina, N.D.	\$112,079,075	(\$17,346,113)	-13.40%
13 Houston	\$83,387,435	\$65,305	0.08%
14 New Orleans	\$66,550,014	\$15,875,732	31.33%
15 Jacksonville/Tampa	\$63,176,208	(\$38,958,437)	-38.14%

Source: WorldCity analysis of U.S. Census data

UP-TO-DATE TRADE DATA AVAILABLE ONLINE!

INSULATED WIRE, CABLE

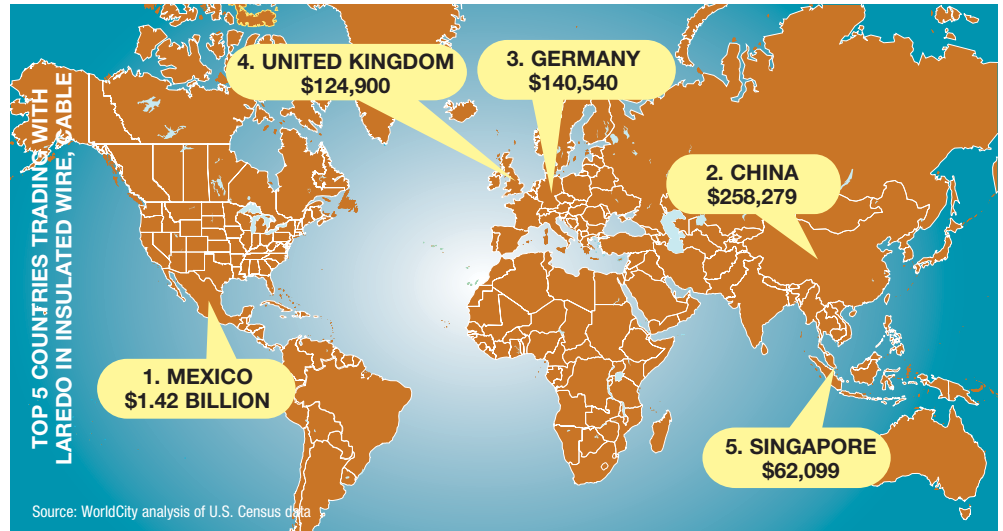
Total world trade | \$1.42 billion

Laredo passes Detroit, leads in cable exports

The value of insulated wire and cable exports topped \$1 billion for the fourth consecutive year establishing a record for Laredo each of those years. Although it moved up one in rank in 2013 from the previous year, it had been the Customs district's No. 2-ranked export two decades ago, with a value of \$422.06 million.

COUNTRIES: Mexico accounted for more than 99.94 percent of all wire and cable exports from Laredo.

CUSTOMS DISTRICTS: For the first time, Laredo led the nation in this category. Although El Paso led the nation in 1993, 1994 and 1996, Detroit had been the No. 1 Customs district since 1997. Laredo's exports increased 12.62 percent in 2013 while Detroit's fell 10.08 percent, allowing the former to become the nation's leader for the first time. **WC**



Laredo's Top Markets for Insulated Wire, Cable

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	World Total	\$1,421,856,196	\$159,360,436	12.62%
1	Mexico	\$1,420,941,005	\$159,141,491	12.61%
2	China	\$258,279	\$(32,351)	-11.13%
3	Germany	\$140,540	\$60,359	75.28%
4	United Kingdom	\$124,900	\$(59,003)	-32.08%
5	Singapore	\$62,099	\$46,101	288.17%
6	Spain	\$48,352	\$48,352	NA
7	Moldova	\$44,406	\$44,406	NA
8	Mayotte	\$39,067	\$(120)	-0.31%
9	Nicaragua	\$35,100	\$2,900	9.01%
10	Thailand	\$33,889	\$33,889	NA
11	Guatemala	\$33,687	\$28,485	547.58%
12	Czech Republic	\$15,947	\$12,674	387.23%
13	Micronesia	\$12,999	\$12,999	NA
14	Romania	\$12,768	\$12,768	NA
15	Saudi Arabia	\$10,888	\$10,888	NA

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Insulated Wire, Cable Exports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	All Districts	\$9,796,063,549	\$252,687,960	2.65%
1	Laredo	\$1,421,856,196	\$159,360,436	12.62%
2	Detroit	\$1,367,903,014	\$(153,375,411)	-10.08%
3	El Paso	\$1,220,703,767	\$13,047,977	1.08%
4	Houston	\$635,635,766	\$166,650,013	35.53%
5	Los Angeles	\$613,584,535	\$38,716,378	6.73%
6	New York City	\$533,095,289	\$16,534,032	3.20%
7	Miami	\$360,814,328	\$11,607,353	3.32%
8	Buffalo	\$333,826,438	\$(89,172,553)	-21.08%
9	Seattle	\$328,088,242	\$170,459,755	108.14%
10	Pembina, N.D.	\$319,959,326	\$(17,690,259)	-5.24%
11	San Diego	\$299,522,969	\$(2,470,406)	-0.82%
12	Nogales/Phoenix	\$248,505,654	\$(33,388,037)	-11.84%
13	New Orleans	\$228,430,919	\$8,346,215	3.79%
14	Low Value Shipments	\$199,431,185	\$(12,519,472)	-5.91%
15	Atlanta/Savannah	\$193,316,702	\$(47,583,667)	-19.75%

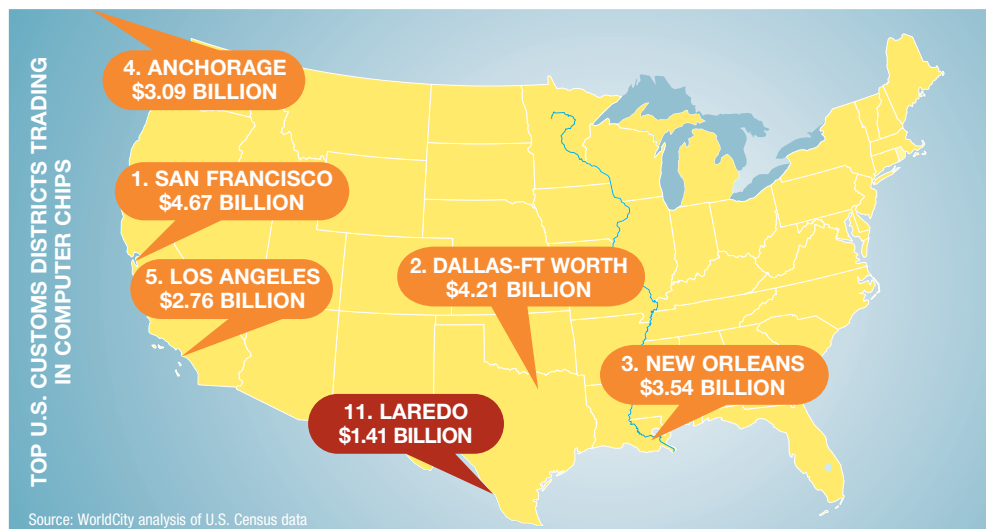
Source: WorldCity analysis of U.S. Census data

Computer chip exports up sharply but shy of record

The value of Laredo exports of computer chips grew 23.09 percent in 2013, more than three times the rate for all the Customs district's exports over the 2012 total. Nevertheless, the total fell just shy of the 2010 record of \$1.45 billion. Computer chips were one of only four top 15 exports not to set a record in 2013.

COUNTRIES: Mexico accounted for 99.98 percent of all Laredo exports in 2013, in line with market share for the last two decades.

CUSTOMS DISTRICTS: Laredo advanced two positions to rank as the nation's No. 11-ranked Customs district for computer chip exports in 2013. It last ranked among the nation's top 10 in 2008. Laredo's \$265.31 million increase in 2013 was greater than that of all but four Customs districts. **WC**



Laredo's Top Markets for Computer Chips

RANK	2013 VALUE	DOLLAR CHANGE	% CHANGE
World Total	\$1,414,408,714	\$265,309,085	23.09%
1 Mexico	\$1,414,133,798	\$265,683,931	23.13%
2 Brazil	\$147,259	\$(469,084)	-76.11%
3 China	\$67,800	\$67,800	NA
4 Micronesia	\$21,942	\$21,942	NA
5 Germany	\$15,874	\$15,874	NA
6 Japan	\$11,907	\$(4,147)	-25.83%
7 Macedonia	\$3,799	\$3,799	NA
8 Hungary	\$3,375	\$3,375	NA
9 Thailand	\$2,960	\$(2,960)	-50.00%

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Computer Chip Exports

RANK	2013 VALUE	DOLLAR CHANGE	% CHANGE
All Districts	\$34,531,589,229	\$149,050,382	0.43%
1 San Francisco	\$4,669,253,804	\$321,075,886	7.38%
2 Dallas-Fort Worth	\$4,209,594,911	\$(545,050,529)	-11.46%
3 New Orleans	\$3,535,330,360	\$116,657,449	3.41%
4 Anchorage	\$3,094,149,728	\$124,666,523	4.20%
5 Los Angeles	\$2,757,595,369	\$377,663,169	15.87%
6 Cleveland	\$2,747,236,837	\$580,009,072	26.76%
7 Seattle	\$1,900,628,959	\$309,987,480	19.49%
8 Miami	\$1,789,876,584	\$63,807,928	3.70%
9 El Paso	\$1,731,235,945	\$97,408,491	5.96%
10 New York City	\$1,509,171,332	\$(816,852,950)	-35.12%
11 Laredo	\$1,414,408,714	\$265,309,085	23.09%
12 St. Albans, Vermont	\$1,159,342,273	\$(71,099,653)	-5.78%
13 Columbia-Snake River/Portland	\$870,870,946	\$(734,912,093)	-45.77%
14 San Diego	\$821,014,429	\$139,931,852	20.55%
15 Nogales/Phoenix	\$394,825,918	\$7,845,001	2.03%

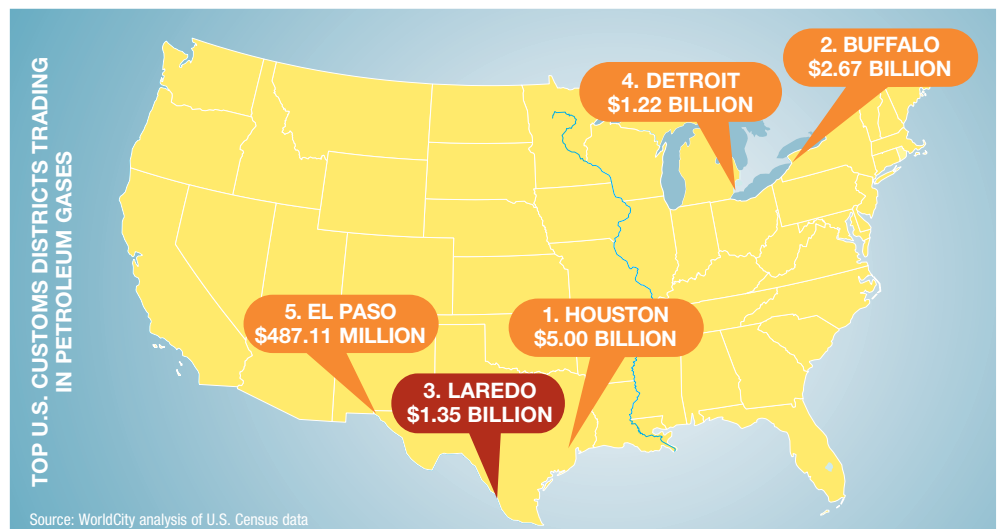
Source: WorldCity analysis of U.S. Census data

Petroleum gas exports are fastest rising

Petroleum gas exports grew more rapidly, in percentage terms, than any other top 15 export in 2013, when compared to the 2012 total. The 40.83 percent increase in liquid natural gas, or LNG, was part of a national trend. The value of Laredo natural gas exports increased 133.14 percent between 2010 and 2013.

COUNTRIES: Mexico accounted for 100 percent of all Laredo exports, which has been the case every year for the last two decades except for 2012, when \$1.04 million went to Indonesia.

CUSTOMS DISTRICTS: Laredo moved up one notch to rank as the nation's third most important exporter of petroleum gases in 2013. Laredo ranked No. 1 in the nation in 1993, 1995, 1998, 2001 and 2002. Houston has been No. 1 since 2010. **WC**



Laredo's Top Markets for Petroleum Gases

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	Total, All Commodities	\$1,351,708,046	\$392,910,829	40.98%
1	Mexico	\$1,351,708,046	\$392,910,829	40.98%

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Petroleum Gas Exports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	All Districts	\$12,549,983,137	\$3,817,990,654	43.72%
1	Houston	\$4,999,535,494	\$2,183,990,452	77.57%
2	Buffalo	\$2,671,089,394	\$775,352,795	40.90%
3	Laredo	\$1,351,708,046	\$391,869,133	40.83%
4	Detroit	\$1,216,670,119	\$100,896,516	9.04%
5	El Paso	\$487,107,032	\$102,459,754	26.64%
6	San Diego	\$451,178,926	\$24,178,094	5.66%
7	Philadelphia	\$260,256,574	\$206,880,342	387.59%
8	Seattle	\$245,526,283	\$24,899,607	11.29%
9	Pembina, N.D.	\$239,252,631	\$122,636,055	105.16%
10	Nogales/Phoenix	\$219,492,438	\$231,176	0.11%
11	Duluth, Minn.	\$171,641,804	\$61,692,563	56.11%
12	Portland, Maine	\$93,885,945	\$70,885,782	308.20%
13	Great Falls, Mont.	\$82,392,968	\$46,262,062	128.04%
14	Ogdensburg, N.Y.	\$14,501,709	(\$35,301,213)	-70.88%
15	Los Angeles	\$9,406,292	(\$12,851,984)	-57.74%

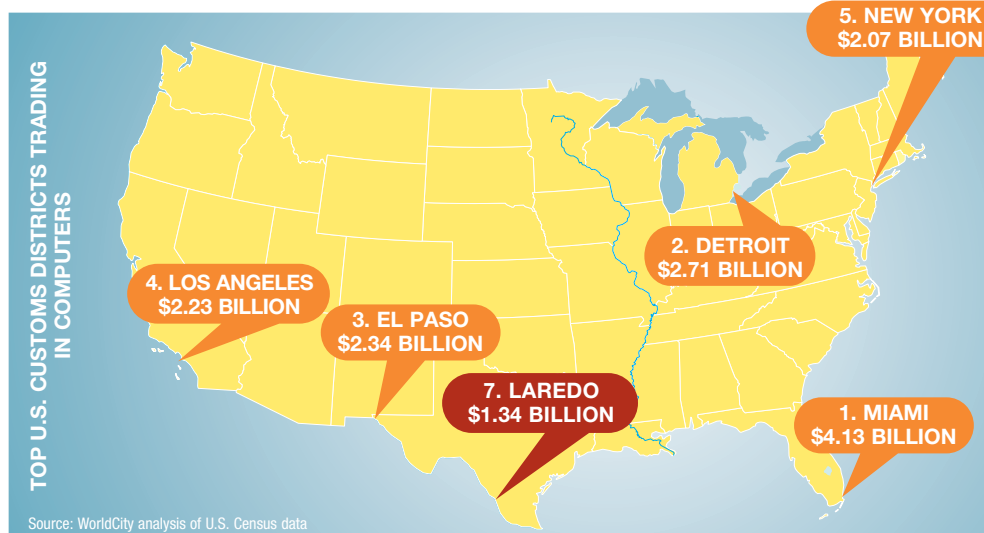
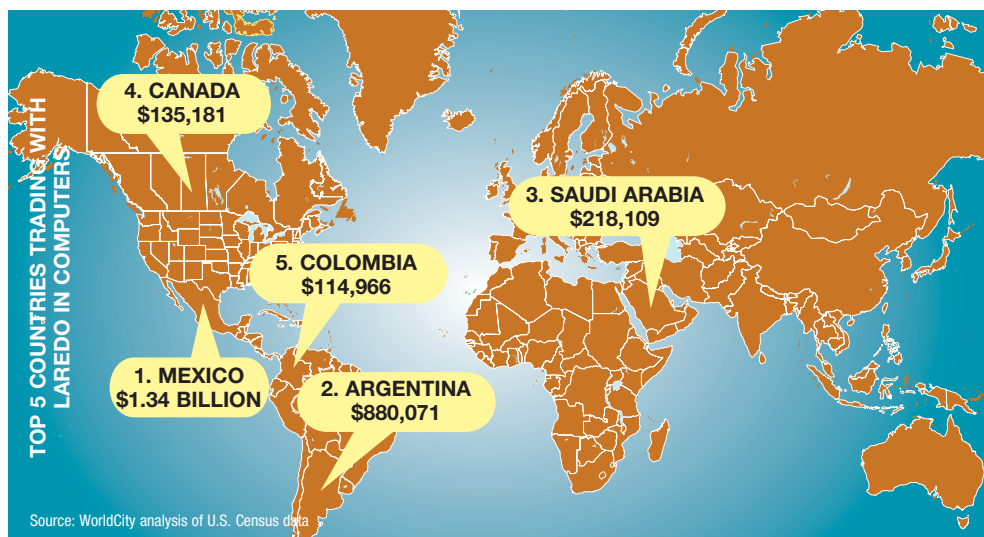
Source: WorldCity analysis of U.S. Census data

Computer exports slip five in rank, part of U.S. trend

Computer exports from Laredo last set a record in 2004, at \$1.74 billion. The total last topped \$1.5 billion in 2006. Ranked as the Customs district's seventh most important export in 2012, computers fell five positions to No. 12 in 2013, a steeper slide than any top 25 export except for No. 25 soybeans, which fell eight.

COUNTRIES: Mexico accounted for 99.87 percent of all exports in 2013.

CUSTOMS DISTRICTS: In 2000, the United States exported \$30.86 billion in computers, the only year above the \$30 billion mark before or since. San Francisco led the nation in exports that year, at \$7.49 billion; its 2013 total was \$1.58 billion. After two consecutive years above \$27 billion, in 2011 and 2012, U.S. exports fell to \$26.52 billion in 2013. **WC**



Laredo's Top Markets for Computers

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	World Total	\$1,344,370,862	\$(61,543,160)	-4.38%
1	Mexico	\$1,342,598,503	\$(58,446,558)	-4.17%
2	Argentina	\$880,071	\$(3,826)	-0.43%
3	Saudi Arabia	\$218,109	\$167,489	330.88%
4	Canada	\$135,181	\$(2,152,506)	-94.09%
5	Colombia	\$114,966	\$114,966	NA
6	China	\$105,974	\$61,483	138.19%
7	India	\$52,033	\$(311,877)	-85.70%
8	South Korea	\$50,097	\$(19,471)	-27.99%
9	Indonesia	\$43,072	\$43,072	NA
10	Thailand	\$29,902	\$(9,094)	-23.32%
11	Taiwan	\$21,704	\$(7,156)	-24.80%
12	United Arab Emirates	\$21,415	\$21,415	NA
13	Malaysia	\$18,216	\$(21,379)	-53.99%
14	Guatemala	\$12,829	\$(293)	-2.23%
15	Philippines	\$11,092	\$(7,738)	-41.09%

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Computer Exports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	All Districts	\$26,516,808,480	\$(1,277,610,952)	-4.60%
1	Miami	\$4,132,347,798	\$(399,241,138)	-8.81%
2	Detroit	\$2,708,699,624	\$(97,910,702)	-3.49%
3	El Paso	\$2,339,545,524	\$(83,554,865)	-3.45%
4	Los Angeles	\$2,234,530,553	\$174,814,367	8.49%
5	New York City	\$2,068,224,365	\$(70,671,791)	-3.30%
6	San Francisco	\$1,583,570,143	\$(463,207,388)	-22.63%
7	Laredo	\$1,344,486,494	\$(61,708,179)	-4.39%
8	Chicago	\$1,214,294,420	\$86,151,553	7.64%
9	New Orleans	\$1,184,082,682	\$(180,720,378)	-13.24%
10	Cleveland	\$1,172,684,765	\$(57,805,536)	-4.70%
11	Buffalo	\$1,097,075,999	\$89,290,209	8.86%
12	Seattle	\$919,586,287	\$148,689,931	19.29%
13	Dallas-Fort Worth	\$791,812,544	\$(101,688,495)	-11.38%
14	Houston	\$556,094,675	\$(19,050,941)	-3.31%
15	Atlanta/Savannah	\$552,481,262	\$(53,091,393)	-8.77%

Source: WorldCity analysis of U.S. Census data

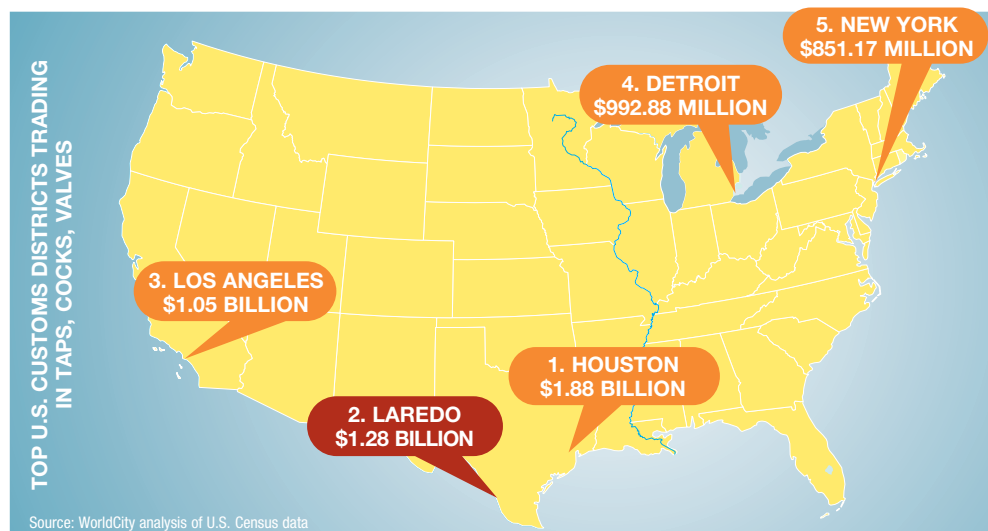
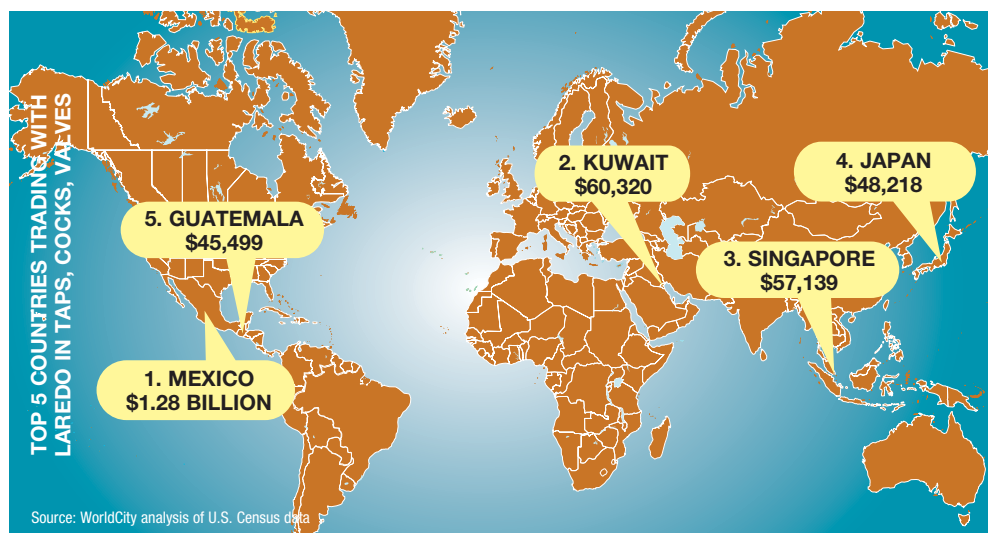
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For valve exports, 2013 marks sixth record in 8 years

Exports of taps, cocks and valves from Laredo have set a record six of the last eight years, including in 2013. Since 2010, exports have grown more than twice as fast as overall Laredo exports, up 90.79 percent, from \$672.32 million to \$1.28 billion.

COUNTRIES: Shipments to Mexico accounted for 99.97 percent of all exports in 2013.

CUSTOMS DISTRICTS: In 2013, Los Angeles became the third Customs district to top \$1 billion in exports. Laredo first topped \$1 billion in 2012 while Houston, the national leader, crossed the billion-dollar mark in 2010. Although Laredo's exports have grown markedly over the last decade, its market share has remained relatively constant. Eight times since 2000, it has been between 10 and 11 percent. **WC**



Laredo's Top Markets for Taps, Cocks, Valves

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	World Total	\$1,282,651,161	\$131,823,992	11.45%
1	Mexico	\$1,282,327,139	\$131,873,030	11.46%
2	Kuwait	\$60,320	\$60,320	NA
3	Singapore	\$57,139	\$25,924	83.05%
4	Japan	\$48,218	\$(24,640)	-33.82%
5	Guatemala	\$45,499	\$(128,821)	-73.90%
6	Saudi Arabia	\$40,183	\$40,183	NA
7	United Kingdom	\$39,540	\$(26,385)	-40.02%
8	Germany	\$15,760	\$15,760	NA
9	Nicaragua	\$8,404	\$8,404	NA
10	Australia	\$4,995	\$4,995	NA
11	Canada	\$3,964	\$(9,409)	-70.36%

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Tap, Cock, Valve Exports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	All Districts	\$11,699,774,199	\$1,316,379,139	12.68%
1	Houston	\$1,877,994,352	\$552,881,988	41.72%
2	Laredo	\$1,282,706,686	\$131,603,775	11.43%
3	Los Angeles	\$1,050,540,468	\$152,578,826	16.99%
4	Detroit	\$992,875,780	\$(5,826,180)	-0.58%
5	New York City	\$851,172,929	\$22,821,976	2.76%
6	Miami	\$594,306,759	\$80,635,590	15.70%
7	Chicago	\$565,480,121	\$84,631,744	17.60%
8	New Orleans	\$430,232,642	\$25,283,392	6.24%
9	Dallas-Fort Worth	\$401,913,700	\$59,711,210	17.45%
10	Cleveland	\$396,340,732	\$64,618,131	19.48%
11	Great Falls, Mont.	\$368,808,770	\$(31,330,416)	-7.83%
12	Pembina, N.D.	\$337,474,549	\$16,994,652	5.30%
13	Low Value Shipments	\$319,056,143	\$(33,931,067)	-9.61%
14	Atlanta/Savannah	\$266,469,842	\$8,535,245	3.31%
15	Buffalo	\$251,494,901	\$(2,877,269)	-1.13%

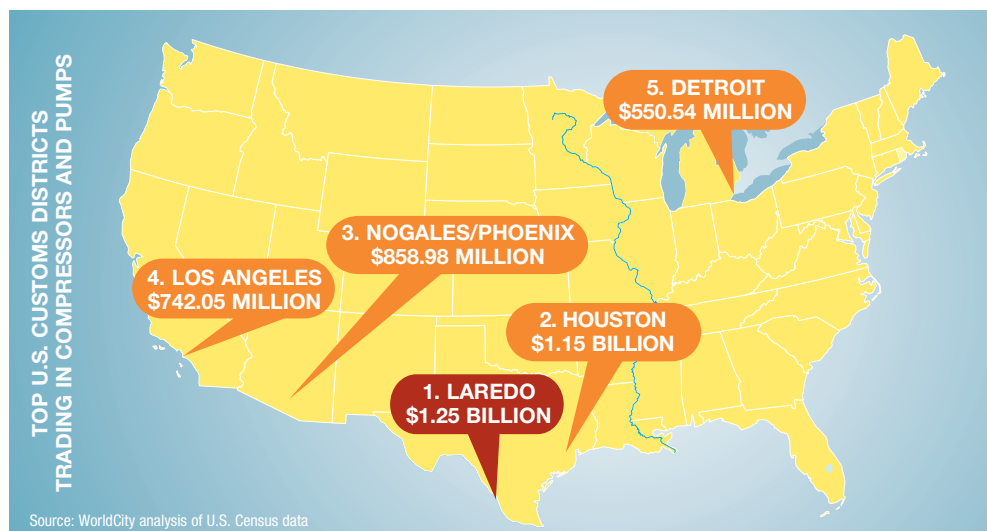
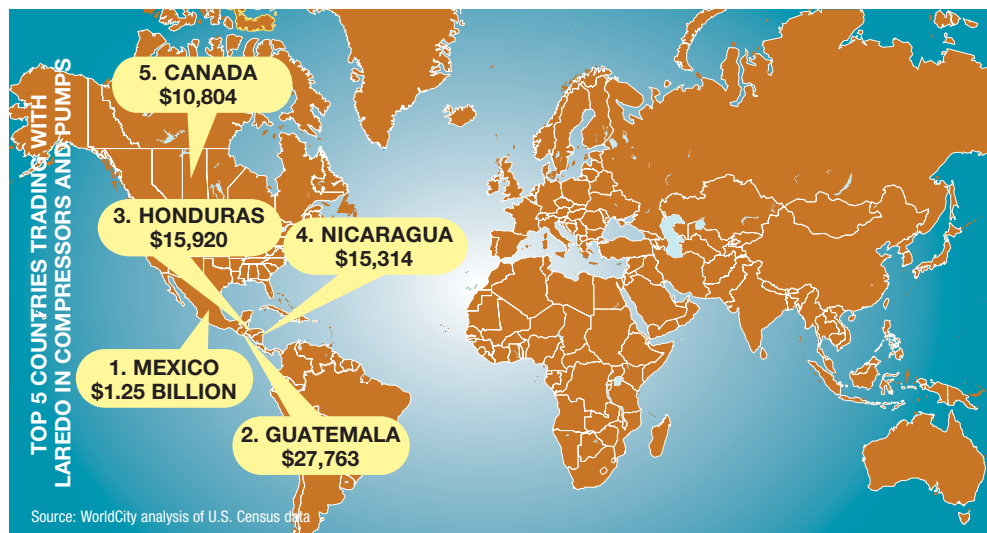
Source: WorldCity analysis of U.S. Census data

Laredo regains No. 1 ranking for pump exports

While the total for Laredo exports of compressors and pumps set a record in 2013, it was one of only four of the top 15 not to grow more rapidly than the average for all of the Customs districts exports. Exports of compressors and pumps grew 5.80 percent while overall exports increased 6.80 percent over the 2012 totals.

COUNTRIES: Shipments to Mexico accounted for 99.99 percent of the total in 2013.

CUSTOMS DISTRICTS: Laredo surpassed Houston in 2013 to lead the nation in exports of compressors and pumps. Laredo last led the nation in 2002. Since that time, New York City had been the top exporter most years, with Houston becoming No. 1 in 2009 and holding that position until 2013. [WC](#)



Laredo's Top Markets for Compressors and Pumps

RANK	2013 VALUE	DOLLAR CHANGE	% CHANGE
World Total	\$1,252,445,404	\$68,701,038	5.80%
1 Mexico	\$1,252,081,411	\$68,699,561	5.81%
2 Guatemala	\$27,763	\$17,554	171.95%
3 Honduras	\$15,920	\$(19,653)	-55.25%
4 Nicaragua	\$15,314	\$15,314	NA
5 Canada	\$10,804	\$(17,185)	-61.40%
6 El Salvador	\$8,722	\$8,722	NA
7 China	\$4,140	\$(3,275)	-44.17%

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Compressors and Pumps Exports

RANK	2013 VALUE	DOLLAR CHANGE	% CHANGE
All Districts	\$8,138,131,041	\$284,921,105	3.63%
1 Laredo	\$1,252,445,404	\$68,701,038	5.80%
2 Houston	\$1,145,628,077	\$(48,681,221)	-4.08%
3 Nogales/Phoenix	\$858,977,398	\$(80,120,265)	-8.53%
4 Los Angeles	\$742,046,206	\$103,377,095	16.19%
5 Detroit	\$550,543,284	\$(37,495,830)	-6.38%
6 Ogdensburg, N.Y.	\$361,832,574	\$79,674,723	28.24%
7 Milwaukee	\$348,646,018	\$12,192,146	3.62%
8 El Paso	\$316,067,780	\$44,230,107	16.27%
9 Charleston	\$258,511,012	\$93,416,414	56.58%
10 Port Arthur, Texas	\$247,390,040	\$31,835,139	14.77%
11 St. Albans, Vermont	\$171,358,304	\$(13,616,122)	-7.36%
12 Jacksonville/Tampa	\$169,857,558	\$50,505,770	42.32%
13 Chicago	\$169,594,385	\$10,347,328	6.50%
14 Buffalo	\$154,449,559	\$27,844,822	21.99%
15 Low Value Shipments	\$149,760,071	\$(6,752,446)	-4.31%

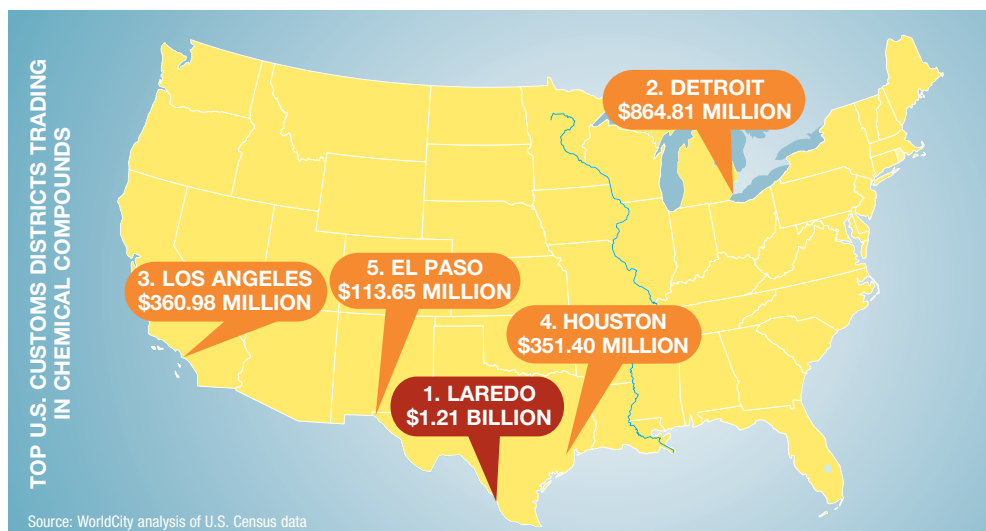
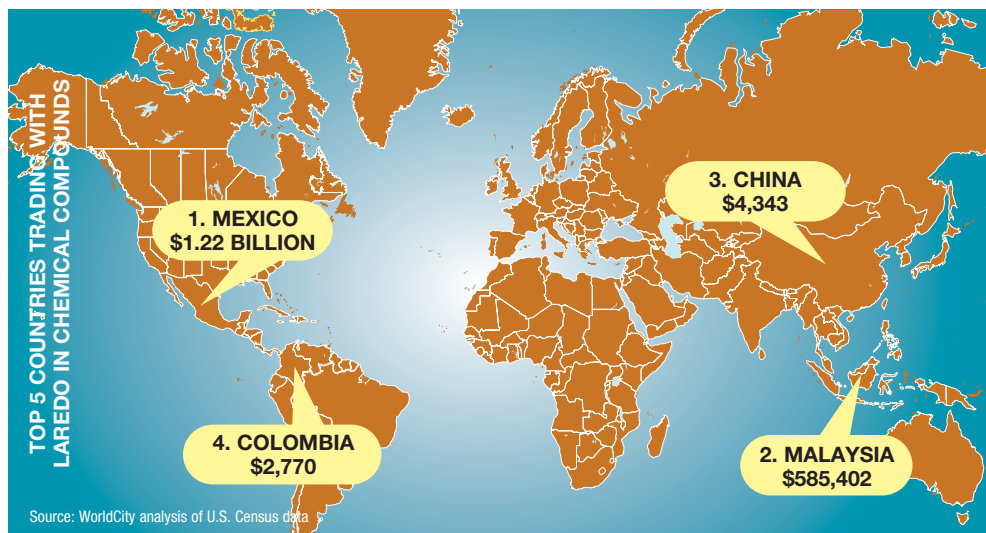
Source: WorldCity analysis of U.S. Census data

Laredo captures third of certain chemical exports

Five of the last seven years, exports of propylene polymers and similar chemical compounds have topped \$1 billion, with the 2013 total of \$1.22 billion the second record in the last three years. The value grew 17.11 percent over the 2012 total, more than twice the rate for all Laredo exports. These polymers are used in a array of products, including textiles and car parts.

COUNTRIES: Exports to Mexico accounted for 99.95 percent of the total.

CUSTOMS DISTRICTS: Laredo has led the nation in these exports since surpassing Houston in 2009. Houston is the only other U.S. Customs district to have exported more than \$1 billion of these chemical compounds, which it did in 2007 and 2008. For the first time, in 2013, Laredo accounted for more than one-third of all U.S. exports. **WC**



Laredo's Top Markets for Chemical Compounds

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	World Total	\$1,216,319,557	\$177,683,194	17.11%
1	Mexico	\$1,215,727,042	\$177,488,671	17.10%
2	Malaysia	\$585,402	\$201,667	52.55%
3	China	\$4,343	\$86	2.02%
4	Colombia	\$2,770	\$2,770	NA

Top Customs districts for Chemical Compound Exports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	All Districts	\$3,616,917,626	\$5,948,350	0.16%
1	Laredo	\$1,215,925,970	\$176,968,628	17.03%
2	Detroit	\$864,809,641	\$26,871,712	3.21%
3	Los Angeles	\$360,981,000	(\$106,088,452)	-22.71%
4	Houston	\$351,402,793	(\$33,386,085)	-8.68%
5	El Paso	\$113,652,717	\$1,052,195	0.93%
6	San Juan	\$112,672,935	(\$14,730,609)	-11.56%
7	Ogdensburg, N.Y.	\$96,775,201	\$23,064,679	31.29%
8	Buffalo	\$80,897,875	(\$3,164,505)	-3.76%
9	Nogales/Phoenix	\$73,531,399	(\$4,117,359)	-5.30%
10	Philadelphia	\$68,343,109	\$1,809,149	2.72%
11	New York City	\$53,643,683	(\$40,508,624)	-43.02%
12	Atlanta/Savannah	\$48,082,467	(\$284,992)	-0.59%
13	Norfolk	\$34,999,479	\$1,845,371	5.57%
14	St. Albans, Vermont	\$26,656,526	(\$12,795,488)	-32.43%
15	Port Arthur, Texas	\$20,711,596	(\$1,717,068)	-7.66%

Source: WorldCity analysis of U.S. Census data

Source: WorldCity analysis of U.S. Census data

laredo top 50 import commodities

1-YEAR CHANGE	2013 RANK	TOTAL LAREDO IMPORTS TO THE WORLD IN 2013	2013	2012	ONE-YEAR CHANGE
		All Imports	\$140,738,737,037	\$133,860,015,236	5.14%
0	1	Motor vehicle parts	\$14,662,344,386	\$13,398,935,119	9.43%
0	2	Commercial vehicles	\$12,048,713,018	\$10,696,255,974	12.64%
1	3	Cellular, landline phones, parts	\$8,580,726,946	\$8,102,369,585	5.90%
-1	4	Motor vehicles for transporting people	\$8,289,421,406	\$8,265,692,655	0.29%
0	5	Tractors	\$5,280,237,801	\$4,617,127,531	14.36%
1	6	Seats, excluding barber, dental	\$3,982,668,136	\$3,490,186,829	14.11%
-1	7	Insulated wire, cable	\$3,717,282,997	\$3,523,769,901	5.49%
1	8	Refrigerators, freezers	\$2,746,697,554	\$2,597,631,773	5.74%
5	9	Internal combustion engines, including aircraft	\$2,618,206,012	\$2,066,964,591	26.67%
6	10	Electrical boards, panels and switches	\$2,406,788,007	\$1,883,772,166	27.76%
4	11	Computers	\$2,405,726,883	\$2,060,455,372	16.76%
-1	12	Engine parts	\$2,321,711,989	\$2,338,615,328	-0.72%
-3	13	Imports of returned exports	\$2,316,815,335	\$2,553,099,974	-9.25%
-1	14	Electric motors, generators, not sets	\$2,229,639,383	\$2,232,461,000	-0.13%
2	15	Air conditioning machines	\$2,162,147,123	\$1,713,467,874	26.19%
-8	16	Silver, various forms	\$1,961,669,475	\$2,740,363,385	-28.42%
-5	17	TVs, computer monitors	\$1,674,704,823	\$2,292,470,576	-26.95%
0	18	Power supplies, transformers	\$1,491,741,023	\$1,437,194,691	3.80%
0	19	Beer	\$1,388,805,995	\$1,298,947,386	6.92%
0	20	Taps, cocks and valves for pipes, tanks	\$1,375,757,140	\$1,265,943,543	8.67%
1	21	Centrifuges, filters, machines and parts	\$1,296,333,434	\$1,211,352,290	7.02%
1	22	Compressors and pumps	\$1,280,617,363	\$1,196,962,535	6.99%
3	23	Electrical supplies, apparatus, less than 1000V	\$1,148,134,980	\$1,079,103,851	6.40%
7	24	Reception apparatus for cellular phones	\$1,146,032,041	\$828,194,488	38.38%
2	25	Pumps for dispensing liquids	\$1,113,341,655	\$1,040,414,353	7.01%
-1	26	Men's or boys' suits, not knit	\$1,094,994,387	\$1,090,522,811	0.41%
3	27	Dates, figs, pineapples and other fruit	\$1,079,102,969	\$832,853,236	29.57%
0	28	Electric ignition equipment	\$966,636,319	\$1,030,472,372	-6.19%
-8	29	Gasoline, other fuels	\$962,764,040	\$1,221,410,525	-21.18%
-6	30	Parts for heavy machinery	\$957,235,577	\$1,148,106,298	-16.62%
-2	31	Lamp and lighting parts	\$916,652,559	\$840,628,521	9.04%
4	32	Taxi meters	\$807,395,265	\$629,245,562	28.31%
2	33	Medical instruments for surgeons, dentists, vets	\$738,361,295	\$647,417,672	14.05%
7	34	Radar and remote control equipment	\$680,534,580	\$520,924,033	30.64%
-2	35	Rubber tires	\$648,798,910	\$672,652,106	-3.55%
3	36	Tomatoes, fresh or chilled	\$637,388,035	\$541,799,979	17.64%
-3	37	Automatic regulating instruments, parts	\$624,083,515	\$669,386,694	-6.77%
0	38	Electric storage batteries	\$611,322,342	\$552,090,506	10.73%
3	39	Rum, gin, vodka, other liquors	\$605,653,619	\$509,095,986	18.97%
-8	40	Internal combustion piston engines, including aircraft	\$592,723,127	\$722,283,514	-17.94%
6	41	Windshield wipers, electric light parts	\$555,901,458	\$472,352,562	17.69%
9	42	Miscellaneous electrical machinery	\$546,215,770	\$429,184,588	27.27%
-3	43	Electric water, space, soil heaters	\$524,134,977	\$532,863,043	-1.64%
-7	44	Misc. iron and steel articles	\$518,643,974	\$579,890,112	-10.56%
1	45	Other fresh fruit	\$504,797,750	\$476,407,037	5.96%
-2	46	Bread, pastry, cakes	\$498,530,144	\$481,619,388	3.51%
-4	47	Chocolate and other food products containing cocoa	\$479,106,165	\$486,657,519	-1.55%
-3	48	Iron and steel springs	\$475,503,438	\$478,646,284	-0.66%
0	49	Saws, drills and other hand tools	\$453,638,304	\$438,499,911	3.45%
6	50	Misc. plastic articles	\$449,143,795	\$385,002,807	16.66%

Source: WorldCity analysis of U.S. Census data

top 5 | Ports for Imports by dollar value

RANK	PORT	TOTAL IMPORTS
1	City of Laredo	\$97,069,650,495
2	Hidalgo	\$17,621,422,949
3	Eagle Pass	\$14,409,107,588
4	Brownsville	\$6,588,709,945
5	Del Rio	\$2,620,705,075

1. City of Laredo | Top Trade Partners, imports

RANK	COUNTRY	TOTAL VALUE	% CHANGE
	WORLD TOTAL	\$97,069,650,495	5.55%
1	Mexico	\$91,652,108,161	5.54%
2	China	\$2,075,979,158	6.67%
3	Malaysia	\$849,828,827	0.28%
4	Nicaragua	\$431,723,854	19.82%
5	Thailand	\$391,813,689	20.12%
	COMMODITY	TOTAL VALUE	% CHANGE
1	Motor vehicle parts	\$11,700,026,990	10.07%
2	Cellular, landline phones, parts	\$7,372,918,483	9.63%
3	Motor vehicles	\$6,854,035,899	-5.47%
4	Commercial vehicles	\$5,377,466,053	28.01%
5	Tractors	\$5,278,970,463	14.35%

Source: WorldCity analysis of U.S. Census Bureau data

2. Hidalgo | Top Trade Partners, imports

RANK	COUNTRY	TOTAL VALUE	% CHANGE
	WORLD TOTAL	\$17,621,422,949	5.57%
1	Mexico	\$16,617,033,389	6.63%
2	China	\$620,145,503	86.57%
3	Japan	\$104,828,514	-3.12%
4	South Korea	\$54,720,698	-76.41%
5	Taiwan	\$48,556,531	-74.86%
	COMMODITY	TOTAL VALUE	% CHANGE
1	TVs, computer monitors	\$1,550,429,403	-30.39%
2	Cellular, landline phones, parts	\$859,877,443	-13.10%
3	Motor vehicle parts	\$818,026,039	3.07%
4	Electrical boards, panels and switches	\$783,858,476	37.02%
5	Gasoline, other fuels	\$603,957,124	14.22%

Source: WorldCity analysis of U.S. Census Bureau data

3. Eagle Pass | Top Trade Partners, imports

RANK	COUNTRY	TOTAL VALUE	% CHANGE
	WORLD TOTAL	\$14,409,107,588	3.94%
1	Mexico	\$14,327,592,907	3.67%
2	Germany	\$48,146,676	816.06%
3	China	\$14,933,250	6.69%
4	South Korea	\$4,407,704	872.22%
5	Spain	\$4,171,145	0.68%
	COMMODITY	TOTAL VALUE	% CHANGE
1	Commercial vehicles	\$6,670,487,447	2.71%
2	Motor vehicles	\$1,432,006,727	41.12%
3	Beer	\$1,126,184,243	6.47%
4	Motor vehicle parts	\$674,316,438	6.36%
5	Men's or boys' suits, not knit	\$509,213,289	-3.22%

Source: WorldCity analysis of U.S. Census Bureau data

4. Brownsville | Top Trade Partners, imports

RANK	COUNTRY	TOTAL VALUE	% CHANGE
	WORLD TOTAL	\$6,588,709,945	-1.85%
1	Mexico	\$5,934,941,661	5.18%
2	China	\$127,808,393	5.09%
3	Italy	\$123,793,494	-71.22%
4	Netherlands	\$92,677,123	15.83%
5	Japan	\$64,881,139	17.10%
	COMMODITY	TOTAL VALUE	% CHANGE
1	Motor vehicle parts	\$1,006,780,127	11.97%
2	Gasoline, other fuels	\$356,460,632	-48.31%
3	Seats	\$339,278,569	5.74%
4	Power supplies, transformers	\$241,352,617	-1.54%
5	Parts for heavy machinery	\$208,376,366	-21.06%

Source: WorldCity analysis of U.S. Census Bureau data

5. Del Rio | Top Trade Partners, imports

RANK	COUNTRY	TOTAL VALUE	% CHANGE
	WORLD TOTAL	\$2,620,705,075	6.92%
1	Mexico	\$2,584,471,659	6.62%
2	China	\$7,887,695	10.75%
3	Hungary	\$5,512,626	-7.73%
4	United Kingdom	\$3,794,120	84.75%
5	Germany	\$3,330,728	39.73%
	COMMODITY	TOTAL VALUE	% CHANGE
1	Seats	\$661,509,740	36.92%
2	Motor vehicle parts	\$409,482,327	6.77%
3	Aircraft engines & engine parts	\$300,925,917	8.79%
4	Insulated wire, cable	\$251,467,784	4.10%
5	Electric domestic appliances, parts	\$126,917,303	-12.80%

Source: WorldCity analysis of U.S. Census Bureau data

MOTOR VEHICLE PARTS

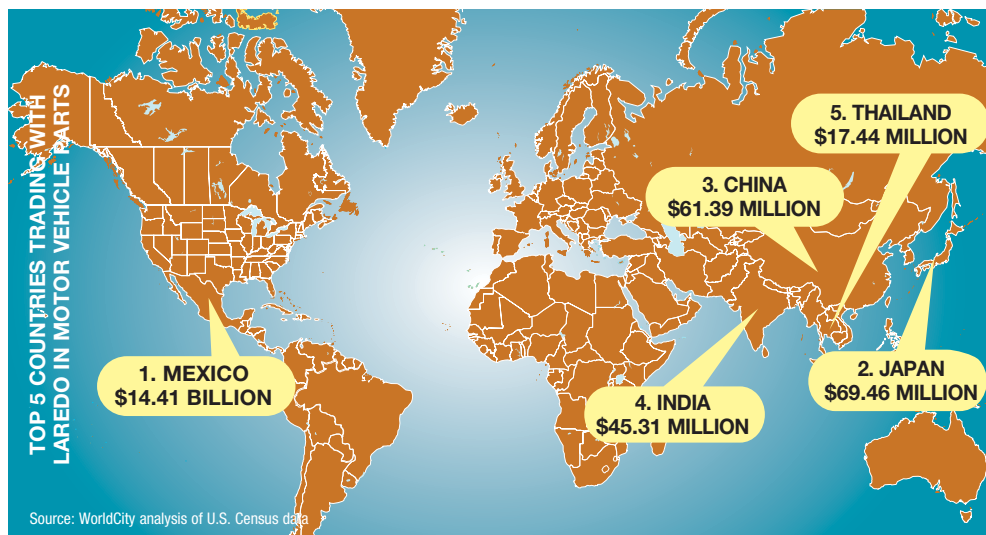
Total world trade | \$14.66 billion

Laredo imports record 25% of U.S. vehicle parts

For the fourth consecutive year, motor vehicle parts were Laredo's leading import. Also for the fourth consecutive year, since surpassing the previous top import, cell phones, Laredo's imports of motor vehicle parts set a record.

CUSTOMS DISTRICTS: For the fifth consecutive year, Laredo has led the nation in motor vehicle part imports, after it topped Detroit in 2009. For the first time in 2013, Laredo accounted for more than one-quarter of all U.S. imports of motor vehicle parts. Detroit, which peaked at 32.50 percent a decade ago, in 2003, accounted for 20.10 percent in 2013, its lowest market share on record.

COUNTRIES: Laredo imported motor vehicle parts from 44 nations in 2013, the most ever, although Mexican imports still accounted for 98.27 percent of the total. **WC**



Top Markets for Motor Vehicle Parts

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	World Total	\$14,662,344,386	\$1,263,409,267	9.43%
1	Mexico	\$14,408,362,960	\$1,268,624,102	9.65%
2	Japan	\$69,463,200	\$9,942,527	16.70%
3	China	\$61,388,845	\$18,742,101	43.95%
4	India	\$45,312,077	\$(23,096,081)	-33.76%
5	Thailand	\$17,444,998	\$5,452,272	45.46%
6	South Korea	\$16,007,465	\$(10,160,507)	-38.83%
7	Germany	\$8,641,565	\$(9,519,572)	-52.42%
8	Spain	\$6,732,900	\$5,510,420	450.76%
9	Taiwan	\$5,766,083	\$(1,214,342)	-17.40%
10	Czech Republic	\$3,506,708	\$470,625	15.50%
11	Argentina	\$3,494,626	\$734,470	26.61%
12	Poland	\$3,445,259	\$(139,981)	-3.90%
13	Switzerland	\$2,694,314	\$2,371,198	733.85%
14	Brazil	\$1,798,060	\$(336,303)	-15.76%
15	Canada	\$1,397,432	\$(1,613,177)	-53.58%

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Motor Vehicle Parts Imports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	All Districts	\$57,323,342,063	\$788,536,962	1.39%
1	Laredo	\$14,662,344,386	\$1,263,409,267	9.43%
2	Detroit	\$11,524,037,588	\$136,349,886	1.20%
3	Los Angeles	\$4,530,338,453	\$(5,048,898)	-0.11%
4	Cleveland	\$4,072,951,871	\$(305,872,495)	-6.99%
5	Chicago	\$3,632,393,190	\$219,967,040	6.45%
6	Atlanta/Savannah	\$3,160,967,167	\$916,937	0.03%
7	Charleston	\$2,704,006,634	\$16,265,146	0.61%
8	New Orleans	\$1,760,341,813	\$(487,356,607)	-21.68%
9	Norfolk	\$1,573,172,690	\$(6,804,228)	-0.43%
10	New York City	\$1,494,666,215	\$(74,207,722)	-4.73%
11	El Paso	\$1,432,127,487	\$(28,000,017)	-1.92%
12	Mobile, Ala.	\$1,188,034,902	\$(25,413,469)	-2.09%
13	Dallas-Fort Worth	\$673,889,595	\$(11,843,181)	-1.73%
14	San Diego	\$573,351,366	\$45,813,479	8.68%
15	Buffalo	\$530,820,453	\$(96,457,326)	-15.38%

Source: WorldCity analysis of U.S. Census data

UP-TO-DATE TRADE DATA AVAILABLE ONLINE!

COMMERCIAL VEHICLES

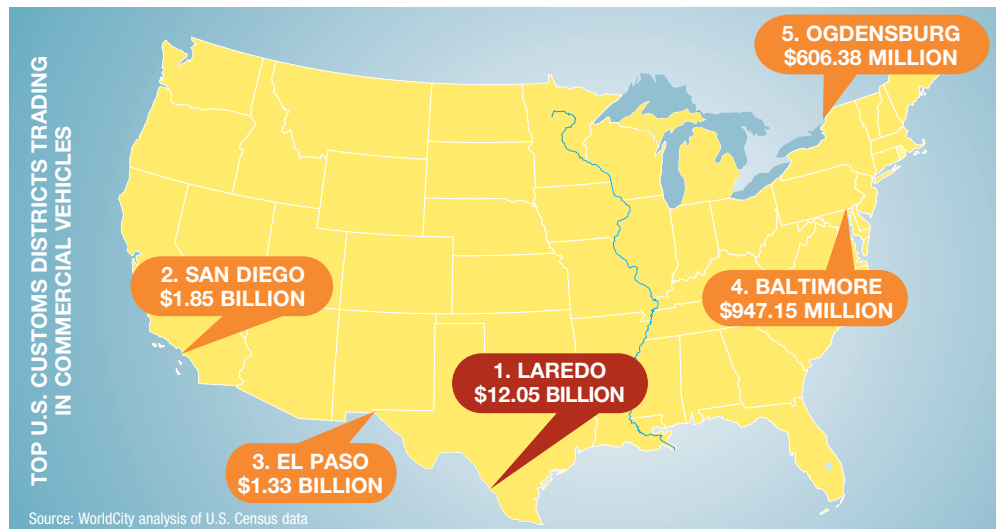
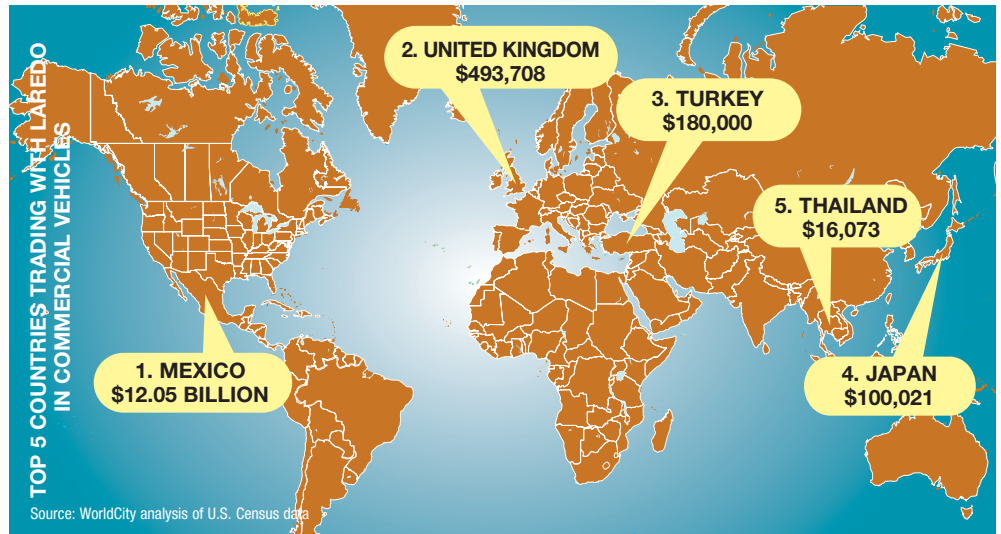
Total world trade | \$12.05 billion

Work vehicles rise more in value than all others

The value of commercial vehicles, those used to transport goods, rose more in dollar value over 2012 than any other Laredo import, increasing \$1.35 billion to \$12.05 billion. It has been Laredo's second most valuable import for three years, since surpassing cell phones in 2011.

CUSTOMS DISTRICTS: Laredo surpassed Detroit to rank as the nation's leading importer of work vehicles in 2007, and has been the national leader since then. Detroit's market share has dwindled from 50.15 percent in 2000 to 1.51 percent in 2013, when it ranked as the nation's seventh most important gateway. Laredo has accounted for more than 65 percent of all imports in this category for four straight years.

COUNTRIES: Mexico has not accounted for less than 99 percent of all Laredo imports in two decades. **WC**



Top Markets for Commercial Vehicles

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	World Total	\$12,048,713,018	\$1,352,457,044	12.64%
1	Mexico	\$12,047,912,518	\$1,351,909,181	12.64%
2	United Kingdom	\$493,708	\$415,708	532.96%
3	Turkey	\$180,000	\$180,000	NA
4	Japan	\$100,021	\$100,021	NA
5	Thailand	\$16,073	\$1,880	13.25%
6	Singapore	\$10,698	\$10,698	NA

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Commercial Vehicle Imports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	All Districts	\$18,303,683,960	\$2,129,446,845	13.17%
1	Laredo	\$12,048,713,018	\$1,352,457,044	12.64%
2	San Diego	\$1,849,672,218	\$239,862,709	14.90%
3	El Paso	\$1,325,080,972	(\$108,767,223)	-7.59%
4	Baltimore	\$947,150,672	\$332,340,942	54.06%
5	Ogdensburg, N.Y.	\$606,377,259	\$83,915,476	16.06%
6	Jacksonville/Tampa	\$322,777,751	\$208,675,759	182.89%
7	Detroit	\$276,045,988	(\$51,074,770)	-15.61%
8	Seattle	\$251,213,143	\$80,295,808	46.98%
9	Atlanta/Savannah	\$129,103,634	(\$44,897,316)	-25.80%
10	Houston	\$124,363,814	(\$36,611,991)	-22.74%
11	Charleston	\$123,296,889	\$9,906,435	8.74%
12	Los Angeles	\$118,770,769	\$56,708,299	91.37%
13	St. Albans, Vermont	\$46,436,758	\$11,016,081	31.10%
14	Cleveland	\$34,940,559	\$10,399,006	42.37%
15	Buffalo	\$26,412,622	(\$1,003,828)	-3.66%

Source: WorldCity analysis of U.S. Census data

CELLULAR, LANDLINE PHONES

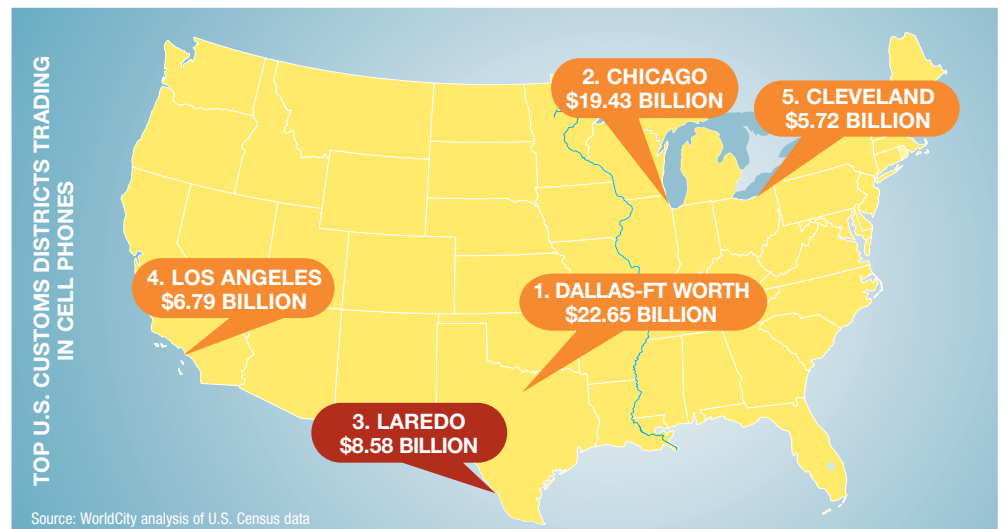
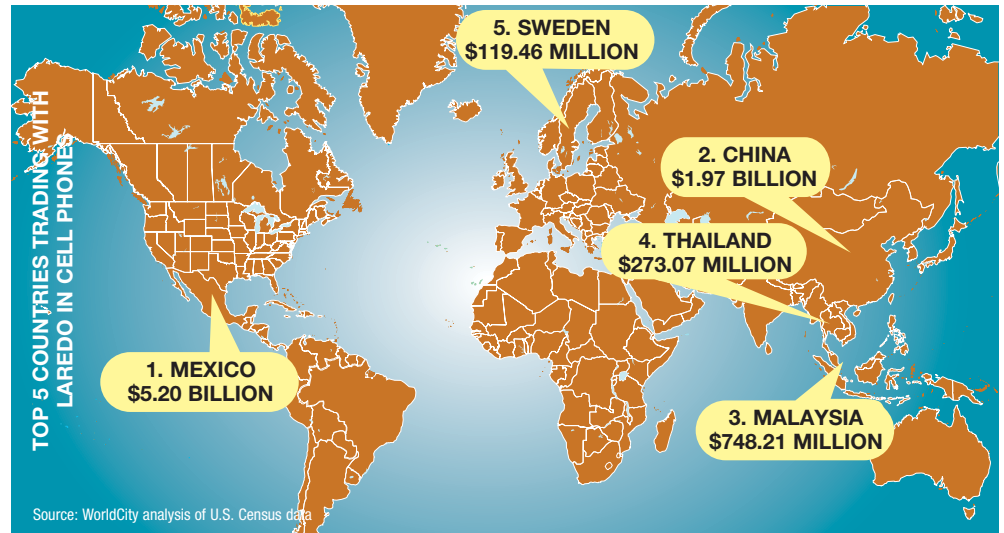
Total world trade | \$8.58 billion

Cell phones rise in rank, value but short of record

Cell phones and related equipment advanced one in 2013 to rank as the Laredo Customs district's third most valuable import. The \$8.58 billion total was the highest total since 2010 but still below the record \$10 billion of 2009. That year, cell phones ranked No. 1 among all imports and were only the second Laredo import to ever surpass \$10 billion.

CUSTOMS DISTRICTS: Cell phones are largely assembled in China and, given their light weight, generally fly. That means Dallas-Fort Worth International Airport and Chicago's O'Hare International Airport are well situated to handle much of the volume.

COUNTRIES: While Mexico generally accounts for well over 90 percent of all shipments entering and exiting through the Laredo Customs district, China accounted for 22.95 percent of the cell phone imports in 2013. **WC**



Top Markets for Cell Phones

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	World Total	\$8,580,726,946	\$478,357,361	5.90%
1	Mexico	\$5,195,233,204	\$596,173,225	12.96%
2	China	\$1,969,528,786	\$216,562,681	12.35%
3	Malaysia	\$748,210,500	\$23,229,201	3.20%
4	Thailand	\$273,067,729	\$46,266,602	20.40%
5	Sweden	\$119,458,403	\$23,688,441	24.73%
6	Japan	\$79,616,417	\$(8,663,219)	-9.81%
7	Taiwan	\$48,619,524	\$(132,344,444)	-73.13%
8	Estonia	\$34,745,890	\$6,257,154	21.96%
9	Poland	\$31,961,827	\$(58,704,199)	-64.75%
10	Canada	\$31,459,243	\$(74,868,505)	-70.41%
11	Philippines	\$15,511,394	\$3,957,127	34.25%
12	South Korea	\$8,998,225	\$(166,023,038)	-94.86%
13	Singapore	\$4,382,731	\$(1,626,839)	-27.07%
14	Brazil	\$3,813,510	\$3,539,870	1,294%
15	Israel	\$3,492,309	\$(2,020,728)	-36.65%

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Cell Phone Imports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	All Districts	\$88,984,847,782	\$8,534,914,430	10.61%
1	Dallas-Fort Worth	\$22,654,018,780	\$3,374,419,038	17.50%
2	Chicago	\$19,430,121,075	\$1,426,818,629	7.93%
3	Laredo	\$8,580,726,946	\$478,357,361	5.90%
4	Los Angeles	\$6,785,563,849	\$161,296,572	2.43%
5	Cleveland	\$5,722,910,862	\$158,618,298	2.85%
6	New York City	\$5,594,796,779	\$863,637,536	18.25%
7	New Orleans	\$4,198,921,045	\$504,295,789	13.65%
8	El Paso	\$3,434,370,075	\$1,531,763,829	80.51%
9	San Francisco	\$3,183,445,253	\$741,311,600	30.36%
10	Miami	\$2,374,050,554	\$312,947,067	15.18%
11	San Diego	\$1,325,205,454	\$67,274,134	5.35%
12	Atlanta/Savannah	\$1,080,124,138	\$64,813,190	6.38%
13	Seattle	\$802,948,378	\$157,358,865	24.37%
14	Detroit	\$625,244,468	\$(305,306,541)	-32.81%
15	Anchorage	\$525,206,939	\$(512,324,426)	-49.38%

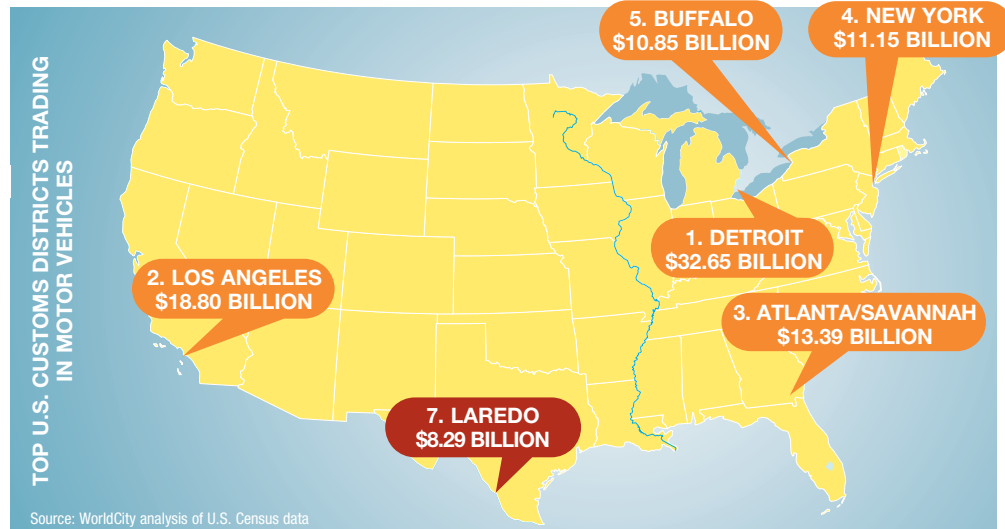
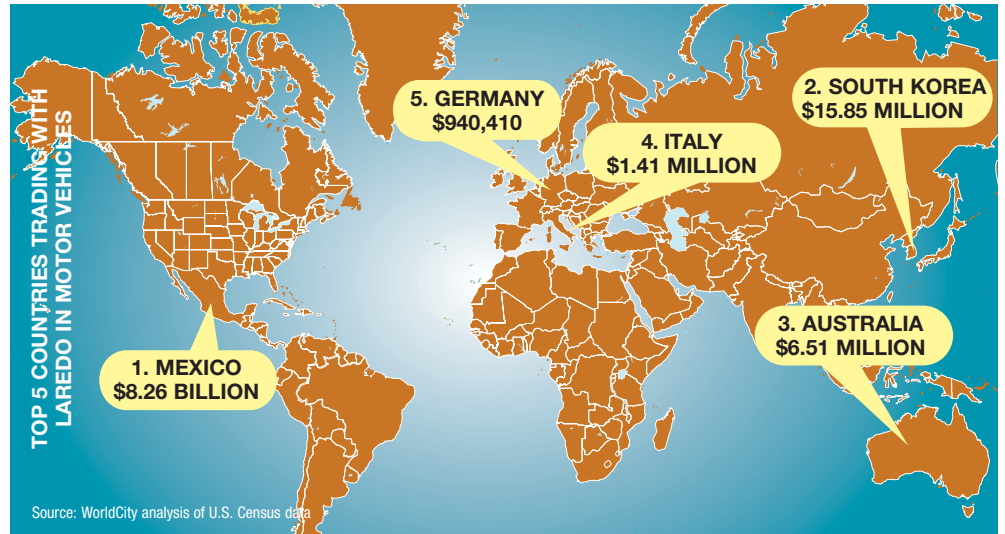
Source: WorldCity analysis of U.S. Census data

Motor vehicles remain \$2.6 billion shy of 2000 mark

The motor vehicle category slipped one to No. 4 among Laredo's imports in 2013. The 0.29 increase in value over the 2012 total was below the 5.9 percent increase registered by No. 3 cell phones. The value remains more than \$2.64 billion below the \$10.93 billion total of 2000. That year, motor vehicle imports were the top Laredo import and the first to ever top \$10 billion in value.

CUSTOMS DISTRICTS: In 2000, Laredo ranked behind only Detroit, which is largely importing U.S. vehicles being assembled in Canada, and Los Angeles, the hub for Asian imports. In 2013, for the third consecutive year, Laredo ranked as the nation's seventh most important import destination for motor vehicles.

COUNTRIES: In 2013, Mexico accounted for 99.69 percent of all imports through Laredo. [WC](#)



Top Markets for Motor Vehicles

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	World Total	\$8,289,421,406	\$23,728,751	0.29%
1	Mexico	\$8,264,083,768	\$(433,678)	-0.01%
2	South Korea	\$15,854,214	\$15,854,214	NA
3	Australia	\$6,512,624	\$6,512,624	NA
4	Italy	\$1,410,000	\$1,395,000	9300.00%
5	Germany	\$940,410	\$417,401	79.81%
6	Japan	\$479,838	\$14,615	3.14%
7	Canada	\$64,793	\$(74,382)	-53.44%
8	Serbia	\$53,704	\$53,704	NA
9	Indonesia	\$12,055	\$12,055	NA
10	United Kingdom	\$10,000	\$2,198	28.17%

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Motor Vehicle Imports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	All Districts	\$153,750,077,310	\$6,135,102,396	4.16%
1	Detroit	\$32,652,404,368	\$(1,755,795,059)	-5.10%
2	Los Angeles	\$18,802,156,728	\$566,513,445	3.11%
3	Atlanta/Savannah	\$13,387,264,770	\$1,030,700,626	8.34%
4	New York City	\$11,147,217,865	\$284,416,796	2.62%
5	Buffalo	\$10,846,437,281	\$(186,224,423)	-1.69%
6	Baltimore	\$10,625,447,585	\$1,560,405,232	17.21%
7	Laredo	\$8,289,421,406	\$23,728,751	0.29%
8	Nogales/Phoenix	\$6,913,215,901	\$2,923,237,129	73.26%
9	Columbia-Snake/Portland	\$6,739,948,815	\$98,224,117	1.48%
10	San Diego	\$5,404,605,910	\$949,170,095	21.30%
11	Providence, R.I.	\$5,297,558,104	\$447,998,131	9.24%
12	Jacksonville/Tampa	\$5,249,738,780	\$(378,254,468)	-6.72%
13	San Francisco	\$4,607,885,909	\$864,000,270	23.08%
14	El Paso	\$2,873,000,011	\$240,141,100	9.12%
15	Seattle	\$2,543,815,135	\$148,358,457	6.19%

Source: WorldCity analysis of U.S. Census data

TRACTORS

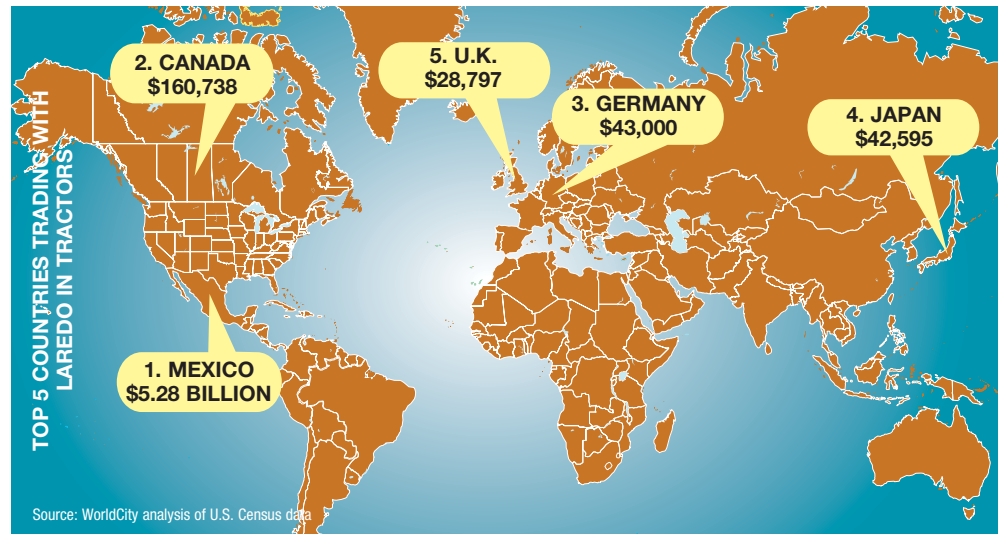
Total world trade | \$5.28 billion

Laredo accounts for record 62.3% of tractor imports

The importing of tractors through Laredo has been one of the Customs district's fastest-growing over the last two decades. Laredo's overall imports have risen 48.06 percent over the last five years while the value of tractors has increased 519.19 percent. In 2013, en route to a sixth consecutive record, imports increased at nearly triple the overall rate, 14.36 percent compared to 5.14 percent.

CUSTOMS DISTRICTS: As recently as 2007, the Laredo Customs district accounted for 9.44 percent of the U.S. total. In 2013, it topped 60 percent and accounted for a record 62.34 percent. Only one other Customs district, New York City, has ever accounted for more than 40 percent, which it did in 1997.

COUNTRIES: Mexico has accounted for more than 99.9 percent of all imports since 1997, when it accounted for 99.69 percent. **WC**



Top Markets for Tractors

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	World Total	\$5,280,237,801	\$663,110,270	14.36%
1	Mexico	\$5,279,917,965	\$663,226,779	14.37%
2	Canada	\$160,738	\$3,833	2.44%
3	Germany	\$43,000	\$(7,000)	-14.00%
4	Japan	\$42,595	\$42,595	NA
5	United Kingdom	\$28,797	\$(91,203)	-76.00%
6	Turkey	\$15,000	\$15,000	NA
7	France	\$14,517	\$14,517	NA
8	India	\$8,500	\$(12,737)	-59.98%
9	China	\$6,689	\$6,689	NA

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Tractor Imports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	All Districts	\$8,469,504,560	\$557,376,270	7.04%
1	Laredo	\$5,280,237,801	\$663,110,270	14.36%
2	Baltimore	\$715,218,448	\$125,727,372	21.33%
3	Los Angeles	\$539,945,701	\$(96,506,532)	-15.16%
4	Houston	\$471,586,836	\$(103,897,434)	-18.05%
5	Atlanta/Savannah	\$384,945,790	\$33,532,599	9.54%
6	Pembina, N.D.	\$161,822,489	\$30,776,897	23.49%
7	Seattle	\$146,373,391	\$(76,569,118)	-34.34%
8	Norfolk	\$142,608,028	\$(16,984,436)	-10.64%
9	San Francisco	\$136,254,840	\$(5,942,926)	-4.18%
10	New York City	\$109,366,820	\$17,236,649	18.71%
11	Detroit	\$87,019,399	\$84,671	0.10%
12	Ogdensburg, N.Y.	\$63,717,733	\$13,660,126	27.29%
13	Charleston	\$61,384,808	\$(39,013,040)	-38.86%
14	Buffalo	\$34,187,541	\$11,135,877	48.31%
15	Wilmington, N.C.	\$24,695,528	\$(5,423,130)	-18.01%

Source: WorldCity analysis of U.S. Census data

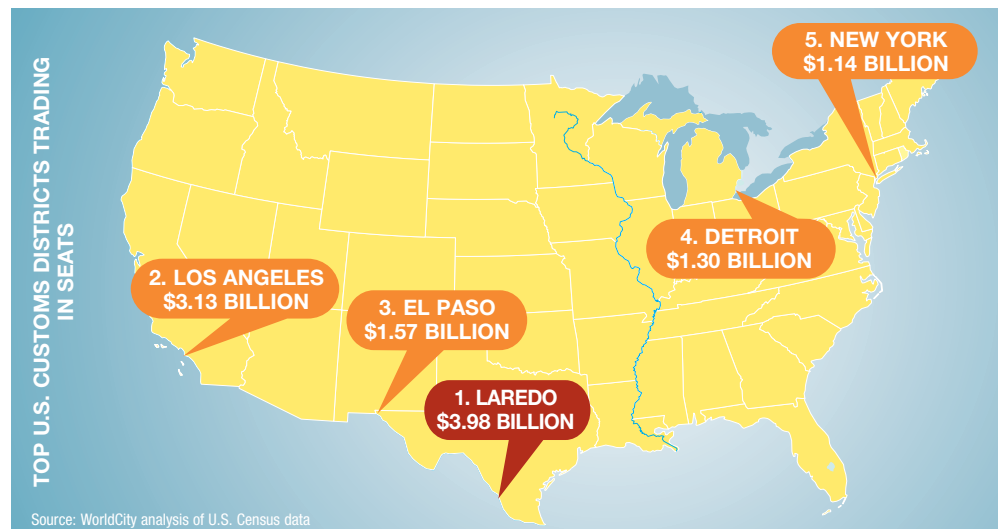
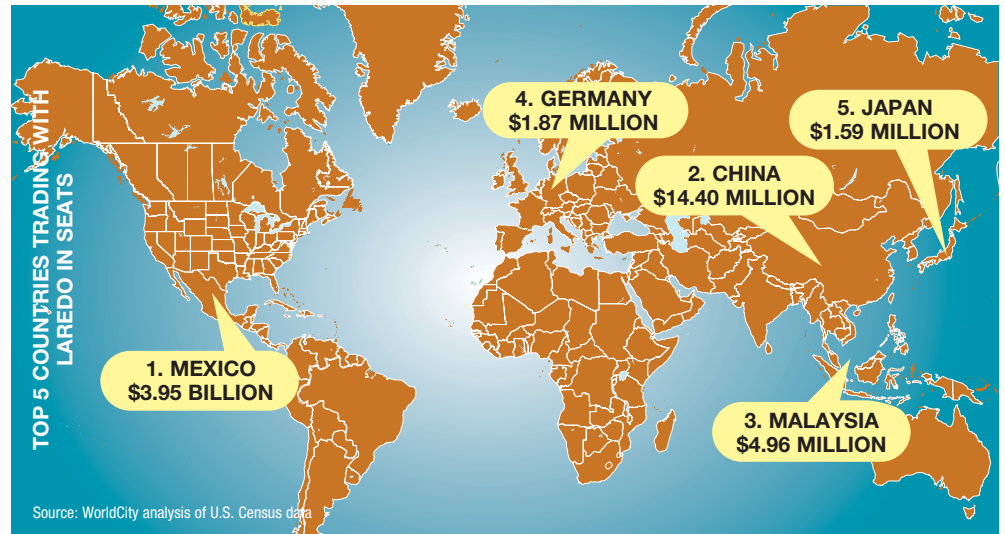
UP-TO-DATE TRADE DATA AVAILABLE ONLINE!

Laredo accounts for 20 percent of U.S. seat imports

The value of seat imports narrowly missed topping \$4 billion in 2013, rising 14.11 percent to \$3.98 billion. Seat imports, largely for the automotive industry, first topped \$1 billion in 2002, first topped \$2 billion in 2007 and \$3 billion in 2012.

CUSTOMS DISTRICTS: For the third consecutive year, Laredo has led the nation in the importing of seats, dethroning Los Angeles in 2011. Los Angeles had, in turn, dethroned El Paso, which ranked No. 1 from 1999 to 2003. Prior to 1999, Detroit had been the long-time No. 1 importer. Laredo has accounted for more than 20 percent of all U.S. imports for two straight years. Prior to Laredo topping 20 percent in 2012, Detroit had been the last to do so, in 1998.

COUNTRIES: Mexico accounted for 99.30 percent of all Laredo imports. **WC**



Top Markets for Seats

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	World Total	\$3,982,668,136	\$492,481,307	14.11%
1	Mexico	\$3,954,810,008	\$481,268,695	13.86%
2	China	\$14,399,963	\$10,766,376	296.30%
3	Malaysia	\$4,964,394	\$2,196,103	79.33%
4	Germany	\$1,866,298	\$(1,703,048)	-47.71%
5	Japan	\$1,589,279	\$1,400,045	739.85%
6	Canada	\$1,275,061	\$(157,836)	-11.02%
7	South Korea	\$958,569	\$676,332	239.63%
8	Slovenia	\$683,395	\$340,484	99.29%
9	Vietnam	\$673,114	\$438,587	187.01%
10	France	\$575,669	\$392,767	214.74%
11	Spain	\$264,883	\$261,540	7823.51%
12	Czech Republic	\$191,246	\$189,954	14702.32%
13	Indonesia	\$103,100	\$96,443	1448.75%
14	Taiwan	\$94,315	\$(45,663)	-32.62%
15	Hong Kong	\$89,027	\$(3,132,092)	-97.24%

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Seat Imports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	All Districts	\$18,426,243,570	\$1,249,818,222	7.28%
1	Laredo	\$3,982,668,136	\$492,481,307	14.11%
2	Los Angeles	\$3,134,602,150	\$342,224,402	12.26%
3	El Paso	\$1,566,569,324	\$(30,098,203)	-1.89%
4	Detroit	\$1,296,911,397	\$(1,547,677)	-0.12%
5	New York City	\$1,139,369,946	\$26,142,490	2.35%
6	Atlanta/Savannah	\$872,036,991	\$61,897,372	7.64%
7	Seattle	\$800,272,109	\$(9,651,277)	-1.19%
8	Chicago	\$748,722,256	\$84,790,497	12.77%
9	Norfolk	\$506,112,513	\$56,091,554	12.46%
10	New Orleans	\$499,483,595	\$(26,111,012)	-4.97%
11	San Francisco	\$396,294,037	\$34,759,831	9.61%
12	Houston	\$328,615,111	\$60,279,805	22.46%
13	Charleston	\$313,924,694	\$26,865,969	9.36%
14	Dallas-Fort Worth	\$277,422,448	\$31,492,751	12.81%
15	Miami	\$254,503,082	\$39,738,557	18.50%

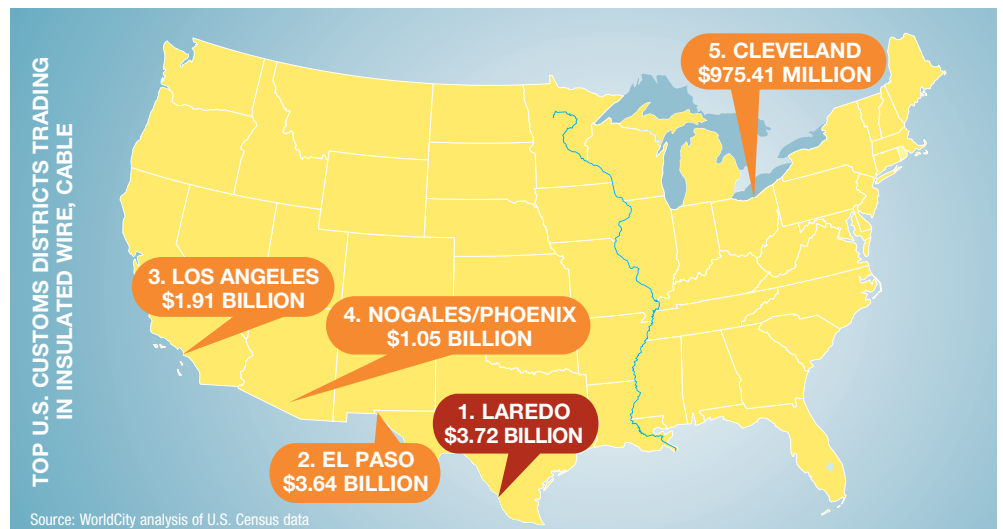
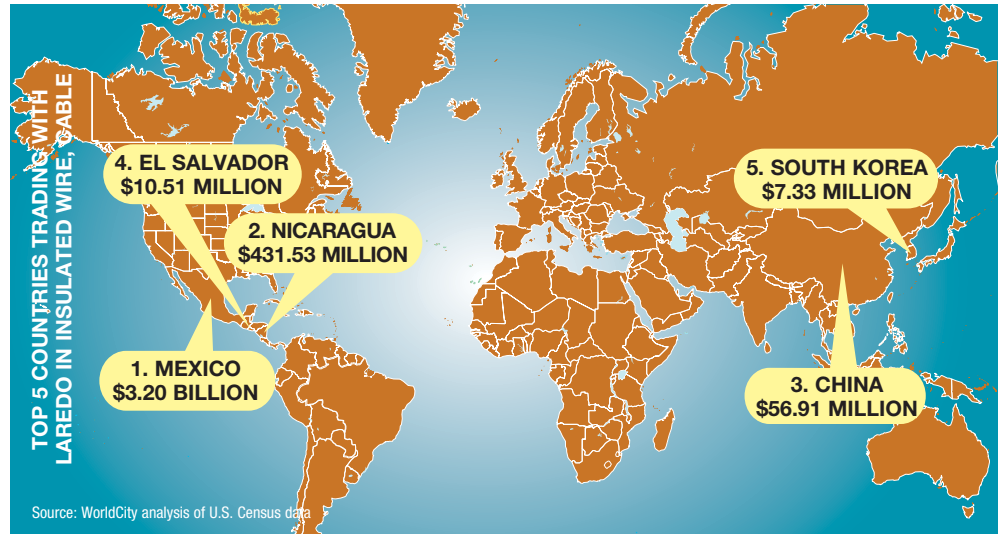
Source: WorldCity analysis of U.S. Census data

Laredo regains No. 1 ranking for wire imports

Laredo's imports of insulated wire and cable increased 5.49 percent over the 2012 total, about the same rate as overall imports into the Customs district, which were up 5.14 percent. The \$3.72 billion total was a record. Over the last decade and the last 20 years, these imports have failed to keep pace with Laredo's overall import growth. In 2003, cable and wire imports ranked fifth; 20 years ago, in 1993, the category was No. 3, behind only motor vehicle parts and motor vehicles. In 2013, cable and wire imports slipped one, to rank No. 7.

CUSTOMS DISTRICTS: Laredo slipped past El Paso to rank No. 1 for the second time in three years. 2011 and 2013 are the only two years El Paso has not been the nation's leader.

COUNTRIES: Mexico accounted for 85.98 percent of all imports while Nicaragua accounted for 11.61 percent, its third straight year over 10 percent. **WC**



Top Markets for Insulated Wire, Cable

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	World Total	\$3,717,282,997	\$193,513,096	5.49%
1	Mexico	\$3,195,975,034	\$116,788,530	3.79%
2	Nicaragua	\$431,527,341	\$71,902,724	19.99%
3	China	\$56,910,577	\$(10,137,726)	-15.12%
4	El Salvador	\$10,514,362	\$10,514,362	NA
5	South Korea	\$7,331,444	\$5,742,507	361.41%
6	Germany	\$3,631,873	\$1,031,623	39.67%
7	Japan	\$1,862,255	\$(2,281,080)	-55.05%
8	Estonia	\$1,400,833	\$829,016	144.98%
9	Hong Kong	\$1,351,112	\$298,154	28.32%
10	Taiwan	\$1,278,592	\$(977,028)	-43.32%
11	Sweden	\$1,237,810	\$1,221,809	7.636%
12	Poland	\$1,059,697	\$934,591	747.04%
13	Canada	\$523,349	\$(497,381)	-48.73%
14	Italy	\$366,805	\$(400,914)	-52.22%
15	Brazil	\$325,699	\$315,746	3,172%

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Insulated Wire, Cable Imports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	All Districts	\$17,015,322,627	\$924,506,976	5.75%
1	Laredo	\$3,717,282,997	\$193,513,096	5.49%
2	El Paso	\$3,638,193,926	\$36,032,485	1.00%
3	Los Angeles	\$1,909,474,269	\$125,643,327	7.04%
4	Nogales/Phoenix	\$1,048,333,954	\$91,411,966	9.55%
5	Cleveland	\$975,406,186	\$142,016,413	17.04%
6	Chicago	\$717,876,847	\$38,181,874	5.62%
7	New Orleans	\$564,390,833	\$83,421,711	17.34%
8	San Diego	\$544,543,079	\$40,848,646	8.11%
9	Detroit	\$457,786,708	\$(19,821,607)	-4.15%
10	Miami	\$430,020,382	\$58,986,358	15.90%
11	New York City	\$412,199,371	\$21,188,595	5.42%
12	Atlanta/Savannah	\$377,460,662	\$19,021,097	5.31%
13	San Francisco	\$345,204,663	\$73,885,018	27.23%
14	Dallas-Fort Worth	\$272,723,472	\$1,613,279	0.60%
15	Seattle	\$227,896,932	\$(9,596,820)	-4.04%

Source: WorldCity analysis of U.S. Census data

REFRIGERATORS, FREEZERS

Total world trade | \$2.75 billion

Laredo longtime leader for imports of refrigerators

Twenty years ago, in 1993, the Laredo Customs district imported \$85.63 million worth of refrigerators and freezers. It was Laredo's 35th most important import. The value climbed steadily until 2001, when the value doubled to \$611.09 million. Between 2004 and 2007, the value doubled, from \$995.45 million to \$2.03 billion. Growth has been slower since then, though steady. The \$2.75 billion total for 2013 was a record, the fourth in a row.

CUSTOMS DISTRICTS: Laredo has led the nation in these imports for at least two decades, capturing more than 40 percent of all U.S. imports the last five years. Los Angeles is the only other district with double-digit market share, which it has had the last three years.

COUNTRIES: Mexico has accounted for more than 99 percent of these imports for two decades. **WC**



Top Markets for Refrigerators, Freezers

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	World Total	\$2,746,697,554	\$149,065,781	5.74%
1	Mexico	\$2,735,741,903	\$151,208,794	5.85%
2	China	\$3,192,132	\$(3,737,731)	-53.94%
3	Canada	\$2,817,554	\$609,600	27.61%
4	Brazil	\$1,559,912	\$340,555	27.93%
5	Thailand	\$1,082,079	\$767,086	243.52%
6	South Korea	\$873,079	\$267,414	44.15%
7	New Zealand	\$384,885	\$61,148	18.89%
8	Poland	\$301,810	\$(874,714)	-74.35%
9	Italy	\$298,721	\$286,221	2,290%
10	United Kingdom	\$123,981	\$113,081	1,037%
11	Denmark	\$99,923	\$79,867	398.22%
12	Germany	\$76,180	\$(18,568)	-19.60%
13	France	\$66,466	\$60,776	1,068%
14	Netherlands	\$63,900	\$63,900	NA
15	Switzerland	\$5,700	\$5,700	NA

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Refrigerator, Freezer Imports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	All Districts	\$6,712,955,951	\$479,406,680	7.69%
1	Laredo	\$2,746,697,554	\$149,065,781	5.74%
2	Los Angeles	\$1,538,650,811	\$165,012,194	12.01%
3	El Paso	\$670,592,168	\$99,042,131	17.33%
4	New York City	\$364,257,865	\$37,697,209	11.54%
5	Chicago	\$176,466,207	\$(11,825,522)	-6.28%
6	Atlanta/Savannah	\$166,655,845	\$20,175,350	13.77%
7	Seattle	\$157,677,519	\$34,320,209	27.82%
8	Norfolk	\$109,010,252	\$14,519,284	15.37%
9	Detroit	\$106,646,426	\$(8,819,439)	-7.64%
10	Buffalo	\$72,945,494	\$(805,913)	-1.09%
11	Charleston	\$65,388,239	\$9,635,450	17.28%
12	San Diego	\$64,934,359	\$(19,156,394)	-22.78%
13	San Francisco	\$59,524,955	\$(3,790,650)	-5.99%
14	Cleveland	\$51,571,929	\$(9,674,541)	-15.80%
15	Houston	\$46,052,372	\$10,226,098	28.54%

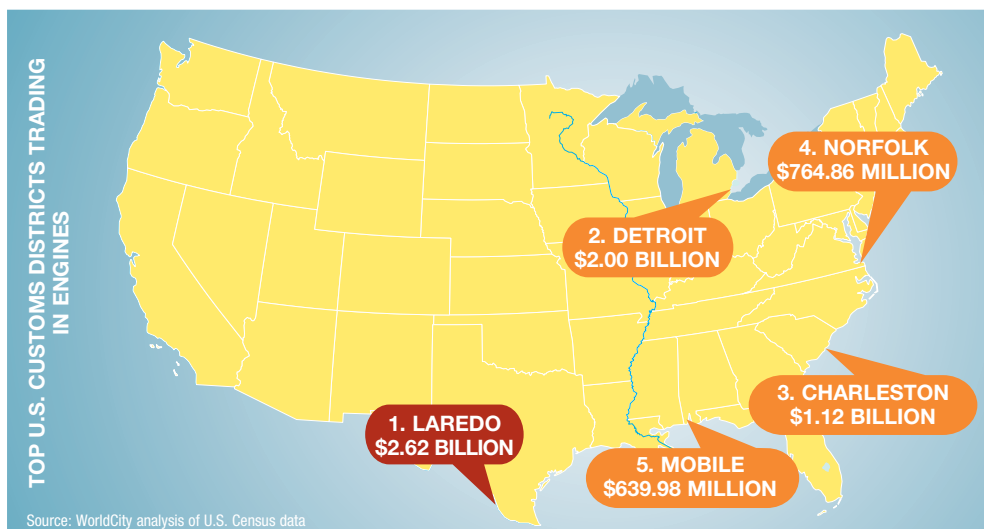
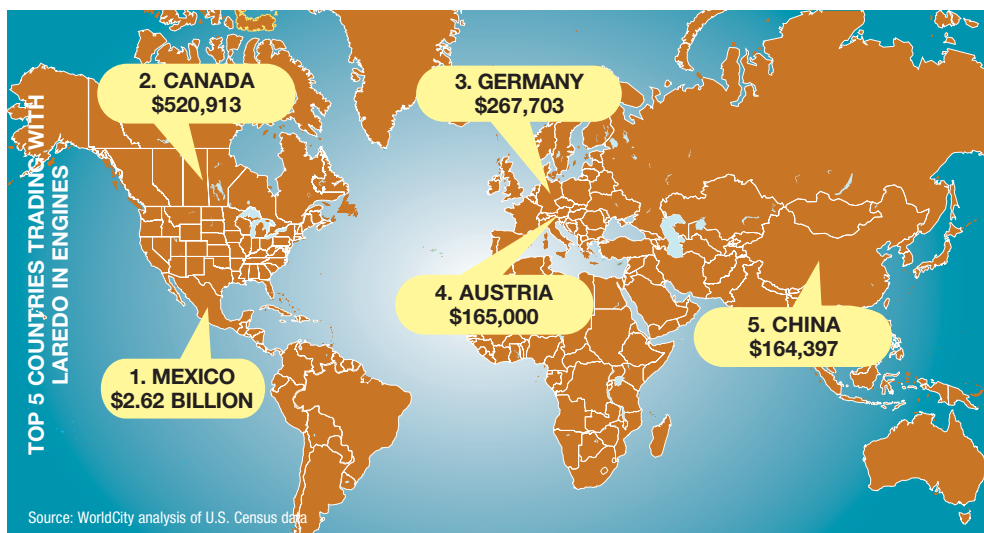
Source: WorldCity analysis of U.S. Census data

Laredo passes Detroit to rank No. 1 for engines

Engines were one of three of Laredo's top 15 imports to increase more than 26 percent in value over 2012, or more than five times the overall average. The other two were No. 10 electrical switches and No. 15 air conditioners. Ranked No. 14 in 2012, engine imports advanced five positions in 2013 to enter the top 10 and rank No. 9.

CUSTOMS DISTRICTS: For the first time, Laredo surpassed Detroit to lead the United States in engine imports. In 2007, more than one-third of all engine imports entered in the Detroit Customs district while Laredo accounted for 13.52 percent. In 2013, Laredo accounted for 25.65 percent, its first year above 20 percent, and Detroit accounted for 19.56 percent, its first year below 20 percent.

COUNTRIES: Mexico has accounted for more than 99 percent of Laredo imports since 2002. **WC**



Top Markets for Engines

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	World Total	\$2,618,206,012	\$551,241,421	26.67%
1	Mexico	\$2,616,855,406	\$551,620,614	26.71%
2	Canada	\$520,913	\$6,178	1.20%
3	Germany	\$267,703	\$(31,174)	-10.43%
4	Austria	\$165,000	\$165,000	NA
5	China	\$164,397	\$(125,736)	-43.34%
6	Morocco	\$158,120	\$158,120	NA
7	Japan	\$48,355	\$(255,450)	-84.08%
8	Thailand	\$19,869	\$(183,321)	-90.22%
9	Taiwan	\$6,249	\$(102,534)	-94.26%

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Engine Imports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	All Districts	\$10,205,464,590	(\$623,960,165)	-5.76%
1	Laredo	\$2,618,206,012	\$551,241,421	26.67%
2	Detroit	\$1,996,281,810	\$(580,079,272)	-22.52%
3	Charleston	\$1,117,567,430	\$(153,761,397)	-12.09%
4	Norfolk	\$764,863,960	\$152,812,867	24.97%
5	Mobile, Ala.	\$639,981,306	\$26,640,674	4.34%
6	Seattle	\$531,877,448	\$978,328	0.18%
7	Chicago	\$494,853,498	\$98,244,666	24.77%
8	Atlanta/Savannah	\$341,141,106	\$(189,529,974)	-35.72%
9	Cleveland	\$287,565,324	\$(57,592,353)	-16.69%
10	Los Angeles	\$274,771,612	\$(23,779,217)	-7.96%
11	New Orleans	\$262,984,458	\$217,179,274	474.14%
12	Minneapolis	\$191,394,918	\$(26,797,781)	-12.28%
13	Dallas-Fort Worth	\$176,093,147	\$(5,412,906)	-2.98%
14	El Paso	\$126,145,369	\$(979,009)	-0.77%
15	St. Louis	\$113,984,220	\$(23,144,544)	-16.88%

Source: WorldCity analysis of U.S. Census data

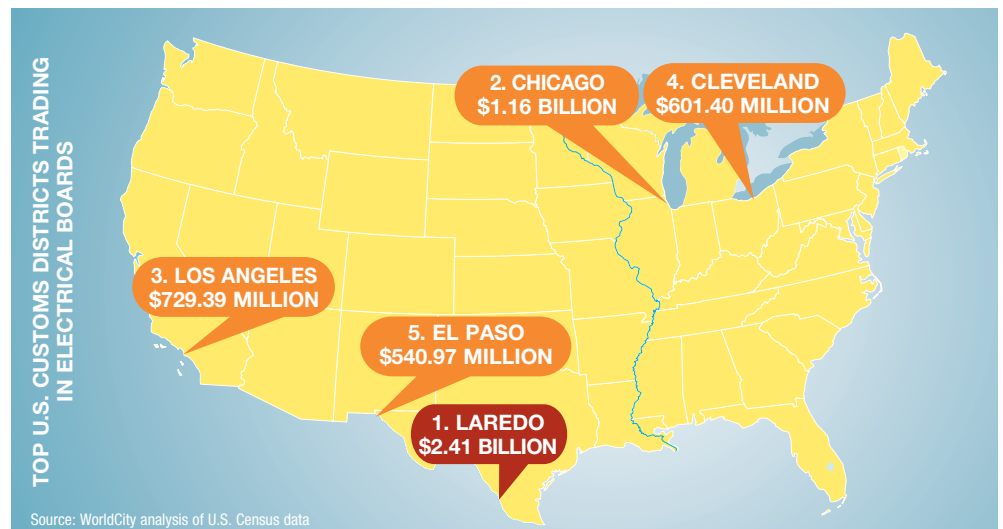
UP-TO-DATE TRADE DATA AVAILABLE ONLINE!

Laredo imports of switches surpass \$2 billion first time

For the first time in 2013, Laredo's imports in the category that includes electrical boards, panels and switches topped \$2 billion. The category was Laredo's fastest-growing among its top 15 imports, rising 27.76 percent, from \$1.88 billion in 2012 to \$2.41 billion in 2013.

CUSTOMS DISTRICTS: In 1995, Chicago led the nation in these imports, followed by Los Angeles and Seattle. Laredo ranked No. 4. Laredo's imports doubled the next year and it has ranked No. 1 in the nation ever since. Chicago is the only other Customs district to have ever topped \$1 billion in value in this category, which it first did in 2012. In 2013, Laredo became the first Customs district to account for more than 25 percent of all U.S. imports in this category.

COUNTRIES: Mexico accounted for 98.62 percent of all imports. **WC**



Top Markets for Electrical Boards

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	World Total	\$2,406,788,007	\$523,015,841	27.76%
1	Mexico	\$2,373,532,719	\$515,157,134	27.72%
2	China	\$12,894,084	\$3,369,411	35.38%
3	Germany	\$5,960,368	\$1,678,381	39.20%
4	South Korea	\$3,546,202	\$92,941	2.69%
5	Thailand	\$3,532,579	\$3,484,552	7,255%
6	Singapore	\$3,013,934	\$2,262,413	301.04%
7	Japan	\$925,007	\$(145,301)	-13.58%
8	Taiwan	\$607,134	\$(216,081)	-26.25%
9	Canada	\$483,316	\$(216,906)	-30.98%
10	France	\$468,936	\$360,655	333.07%
11	Indonesia	\$375,673	\$(206,927)	-35.52%
12	Italy	\$312,327	\$38,777	14.18%
13	Malaysia	\$259,619	\$(643,575)	-71.26%
14	Spain	\$197,694	\$7,546	3.97%
15	Sweden	\$104,659	\$74,400	245.88%

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Electrical Board Imports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	All Districts	\$9,015,538,000	\$1,175,662,128	15.00%
1	Laredo	\$2,406,788,007	\$523,015,841	27.76%
2	Chicago	\$1,160,123,878	\$28,756,267	2.54%
3	Los Angeles	\$729,390,464	\$105,458,658	16.90%
4	Cleveland	\$601,398,370	\$196,661,218	48.59%
5	El Paso	\$540,972,190	\$(69,142,408)	-11.33%
6	New Orleans	\$425,413,259	\$77,393,353	22.24%
7	Atlanta/Savannah	\$359,559,001	\$169,885,447	89.57%
8	Detroit	\$324,044,296	\$14,739,346	4.77%
9	New York City	\$285,987,841	\$50,221,789	21.30%
10	Seattle	\$285,744,235	\$25,821,918	9.93%
11	San Diego	\$283,814,378	\$(15,683,277)	-5.24%
12	Nogales/Phoenix	\$232,991,045	\$96,966,456	71.29%
13	Dallas-Fort Worth	\$176,831,962	\$27,616,984	18.51%
14	Charleston	\$147,526,772	\$(49,568,526)	-25.15%
15	San Francisco	\$133,941,008	\$19,474,686	17.01%

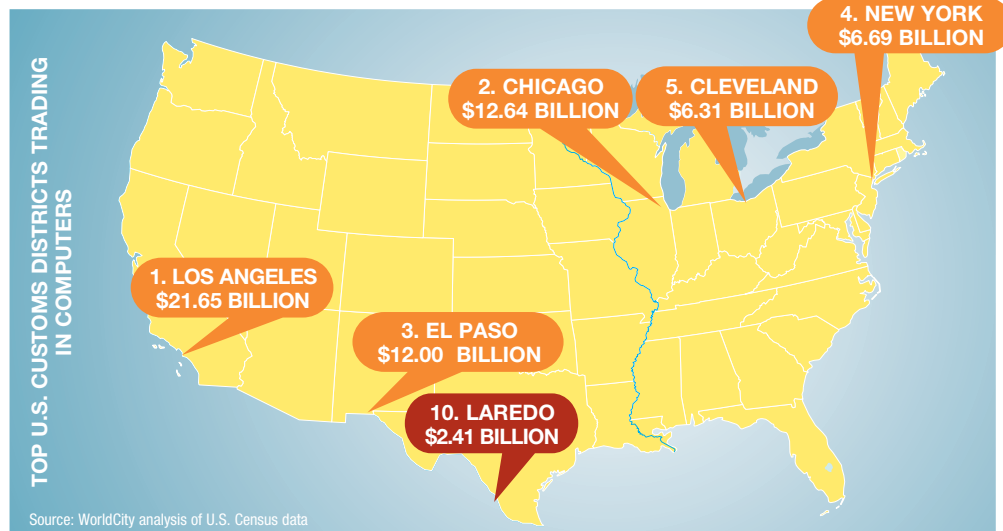
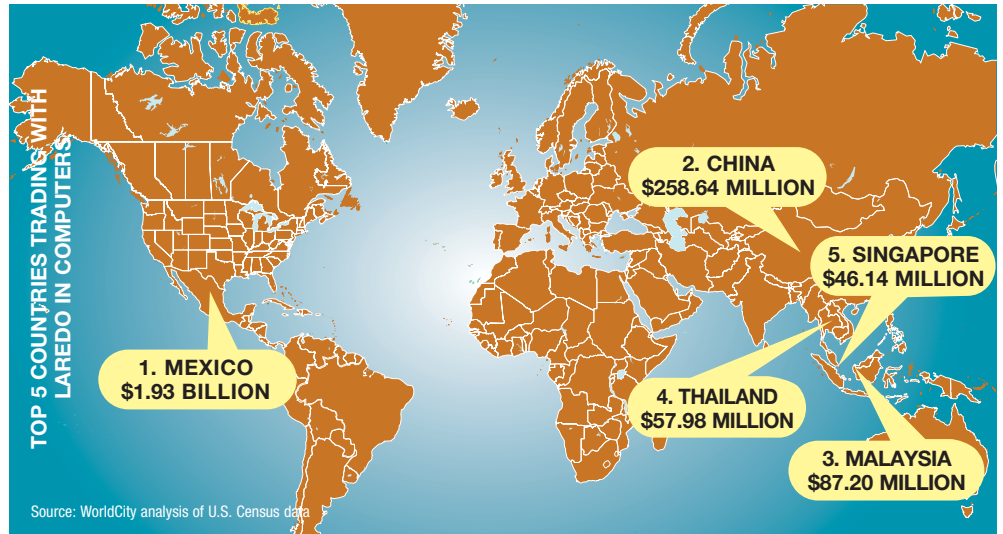
Source: WorldCity analysis of U.S. Census data

Computer imports jump four in rank but record is safe

Just as 2000 was a record year for motor vehicle imports into Laredo, so too was it a record year for computer imports. The \$2.41 billion total in 2013 was, nevertheless, the highest total since 2004, the last year Laredo computer imports neared \$3 billion. Consequently, computers moved up four positions to rank No. 11 in 2013. The 2000 record was \$3.16 billion. Imports topped \$3 billion again in 2001 but not since.

CUSTOMS DISTRICTS: Among Laredo's top imports, computers is one in which it ranks lowest when compared to other U.S. Customs districts, at No. 10. It ranked No. 11 in 2012. In 2013, Laredo accounted for 2.93 percent of all U.S. computer imports; its greatest market share was 6.45 percent in 2001.

COUNTRIES: Mexico accounted for 80.27 percent of all Laredo imports. **WC**



Top Markets for Computers

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	World Total	\$2,405,726,883	\$345,271,511	16.76%
1	Mexico	\$1,931,111,859	\$302,477,550	18.57%
2	China	\$258,642,268	\$56,886,394	28.20%
3	Malaysia	\$87,197,523	\$(16,916,364)	-16.25%
4	Thailand	\$57,981,676	\$3,986,503	7.38%
5	Singapore	\$46,140,781	\$10,536,120	29.59%
6	Philippines	\$7,143,175	\$(4,819,358)	-40.29%
7	Hungary	\$4,347,797	\$(926,946)	-17.57%
8	Taiwan	\$4,191,647	\$1,290,614	44.49%
9	Netherlands	\$3,272,923	\$815,680	33.19%
10	Japan	\$2,370,516	\$(216,025)	-8.35%
11	South Korea	\$1,467,410	\$(546,975)	-27.15%
12	Brazil	\$800,000	\$800,000	NA
13	Germany	\$201,951	\$(3,502,790)	-94.55%
14	France	\$144,388	\$56,942	65.12%
15	United Kingdom	\$127,773	\$78,366	158.61%

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Computer Imports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	All Districts	\$82,024,293,029	(\$2,213,453,605)	-2.63%
1	Los Angeles	\$21,652,950,702	\$594,081,063	2.82%
2	Chicago	\$12,642,076,225	\$316,163,461	2.57%
3	El Paso	\$11,997,489,120	\$(1,219,073,349)	-9.22%
4	New York City	\$6,694,665,591	\$(108,065,158)	-1.59%
5	Cleveland	\$6,313,106,941	\$(371,902,888)	-5.56%
6	New Orleans	\$4,532,944,387	\$(124,282,978)	-2.67%
7	San Francisco	\$4,095,748,701	\$32,059,821	0.79%
8	Atlanta/Savannah	\$3,626,479,925	\$(544,026,432)	-13.04%
9	Dallas-Fort Worth	\$2,443,782,839	\$(676,737,009)	-21.69%
10	Laredo	\$2,405,726,883	\$345,271,511	16.76%
11	Anchorage	\$1,743,060,358	\$(360,527,768)	-17.14%
12	Miami	\$951,955,024	\$121,401,658	14.62%
13	Seattle	\$873,649,505	\$50,594,010	6.15%
14	Colum.-Snake River/Portland	\$298,234,662	\$(20,844,091)	-6.53%
15	Detroit	\$293,073,158	\$(48,841,256)	-14.28%

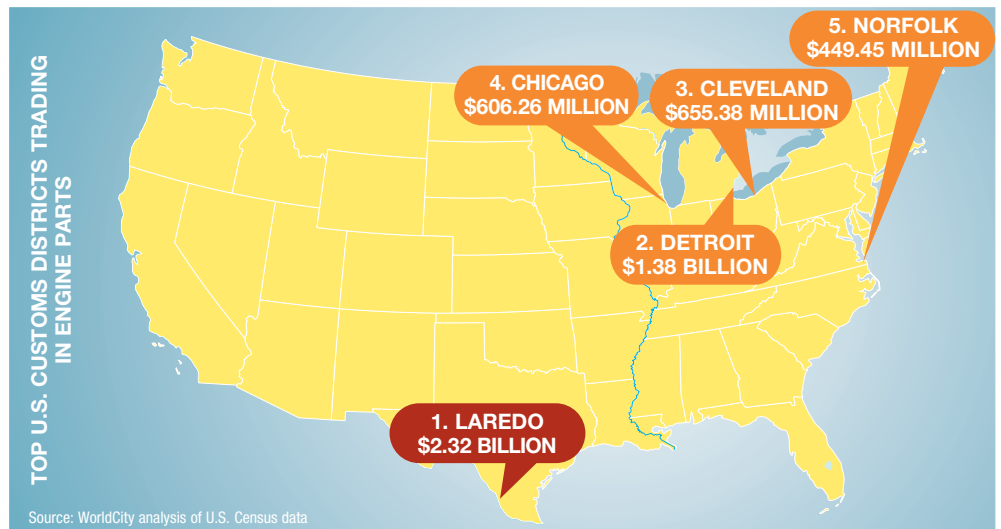
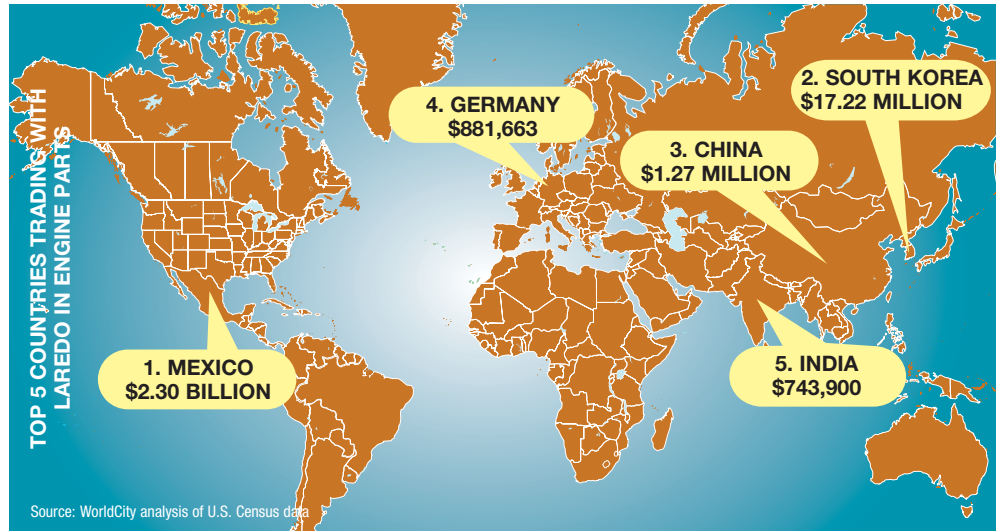
Source: WorldCity analysis of U.S. Census data

Laredo imports quarter of engine parts for 4th year

Engine part imports into the Laredo Customs district fell 0.72 percent off the 2012 record, one of only three imports in the top 15 to register a decline in 2013. Engine part imports have grown more slowly in value than the overall Laredo average over the one-year, two-year and three-year periods. But, engine part imports have topped \$2 billion since 2011, after seven years above \$1 billion.

CUSTOMS DISTRICTS: In 1998, Laredo slipped past Chicago and Cleveland to rank No. 2 among Customs districts for engine part imports, second only to Detroit. In 2007, Laredo surpassed Detroit and, since 2010, has accounted for more than 25 percent of all U.S. imports of engine parts.

COUNTRIES: Mexico was responsible for 99.07 percent of all Laredo imports of engine parts in 2013. **WC**



Top Markets for Engine Parts

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	World Total	\$2,321,711,989	\$(16,903,339)	-0.72%
1	Mexico	\$2,300,144,808	\$(32,456,084)	-1.39%
2	South Korea	\$17,216,148	\$16,515,237	2,356%
3	China	\$1,272,201	\$622,804	95.90%
4	Germany	\$881,663	\$(926,087)	-51.23%
5	India	\$743,900	\$(284,323)	-27.65%
6	Japan	\$667,253	\$331,300	98.61%
7	Canada	\$240,466	\$(390,340)	-61.88%
8	Finland	\$140,000	\$140,000	NA
9	Turkey	\$61,868	\$55,018	803.18%
10	Italy	\$49,399	\$29,399	147.00%
11	Brazil	\$45,282	\$2,362	5.50%
12	Taiwan	\$41,860	\$32,232	334.77%
13	United Kingdom	\$41,167	\$30,626	290.54%
14	Switzerland	\$38,582	\$34,937	958.49%
15	Austria	\$31,117	\$(244,106)	-88.69%

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Engine Part Imports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	All Districts	\$8,952,762,287	\$(358,162,398)	-3.85%
1	Laredo	\$2,321,711,989	\$(16,903,339)	-0.72%
2	Detroit	\$1,378,796,430	\$(35,771,716)	-2.53%
3	Cleveland	\$655,380,712	\$(46,485,898)	-6.62%
4	Chicago	\$606,260,888	\$(59,244,422)	-8.90%
5	Norfolk	\$449,454,531	\$9,665,019	2.20%
6	Mobile, Ala.	\$433,176,362	\$48,676,036	12.66%
7	Charleston	\$420,127,408	\$16,875,331	4.18%
8	New Orleans	\$413,842,517	\$88,412,148	27.17%
9	Los Angeles	\$394,519,100	\$(3,348,276)	-0.84%
10	New York City	\$297,820,378	\$(141,485,526)	-32.21%
11	Baltimore	\$270,832,284	\$(90,805,264)	-25.11%
12	Atlanta/Savannah	\$223,347,020	\$(69,784,701)	-23.81%
13	El Paso	\$167,053,169	\$(6,075,140)	-3.51%
14	Philadelphia	\$111,953,480	\$(58,912,372)	-34.48%
15	Houston	\$108,345,391	\$34,528,815	46.78%

Source: WorldCity analysis of U.S. Census data

RETURNED EXPORTS

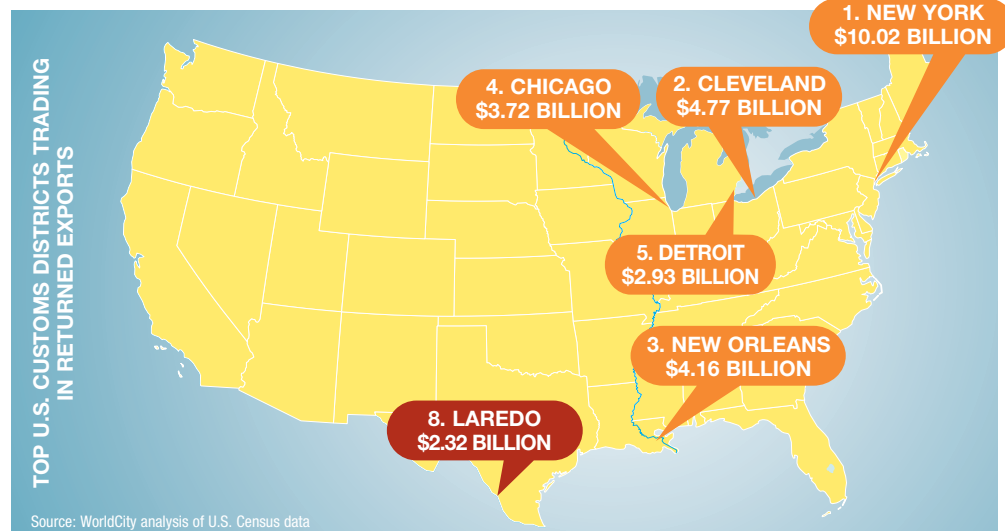
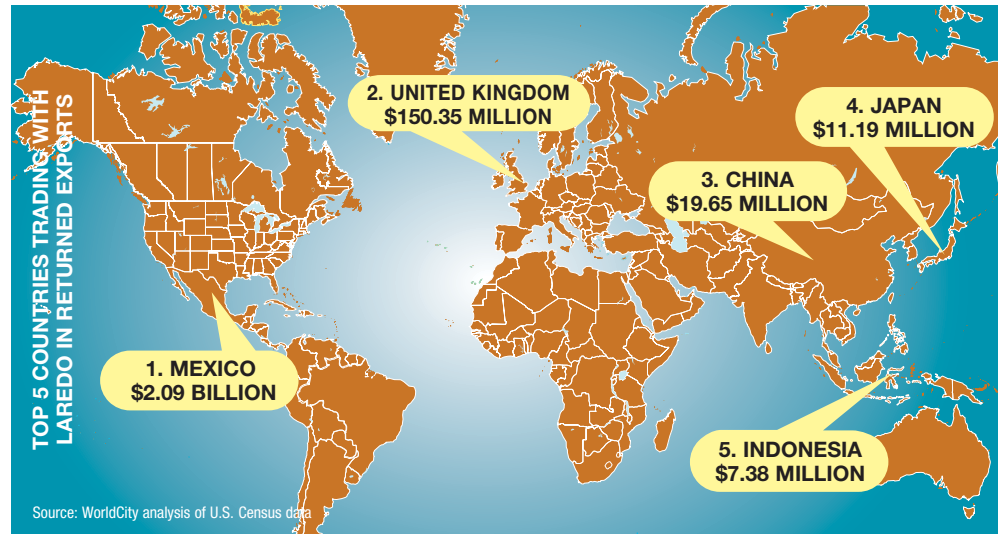
Total world trade | \$2.32 billion

Returned exports' drop is steepest among top 15

No top 15 import fell more in value or percentage in 2013 than returned exports, a special category often called reverse logistics in the import-export industry. The category can include almost anything, and varies by region, but generally includes a fair amount of high-tech goods. In 2013, returned exports fell 9.25 percent, equal to \$236.28 million, off the 2012 record. Three other Laredo imports fell more in value in 2013, but they are outside the top 15: No. 16 silver, which fell \$778.69 million; No. 17 TVs and monitors, down \$617.55 million; and No. 29 gasoline and other fuels, off \$258.65 million.

CUSTOMS DISTRICTS: Laredo was one of only four top 15 Customs districts to see its value decline in 2013.

COUNTRIES: Mexico accounted for 90.29 percent of all returned exports in 2013. **WC**



Top Markets for Returned Exports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	World Total	\$2,316,815,335	\$(236,284,639)	-9.25%
1	Mexico	\$2,091,926,729	\$(284,980,057)	-11.99%
2	United Kingdom	\$150,345,708	\$42,310,304	39.16%
3	China	\$19,653,917	\$1,382,210	7.56%
4	Japan	\$11,193,470	\$(1,693,580)	-13.14%
5	Indonesia	\$7,384,811	\$(978,373)	-11.70%
6	Germany	\$5,560,900	\$456,246	8.94%
7	Netherlands	\$3,674,142	\$578,060	18.67%
8	Hong Kong	\$3,508,213	\$673,704	23.77%
9	Canada	\$3,318,286	\$2,438,423	277.14%
10	Italy	\$3,220,212	\$2,953,230	1,106%
11	United Arab Emirates	\$2,680,981	\$2,391,014	824.58%
12	Singapore	\$2,320,673	\$1,432,380	161.25%
13	Panama	\$2,090,714	\$1,228,714	142.54%
14	Denmark	\$2,079,799	\$112,607	5.72%
15	Australia	\$1,780,693	\$(176,524)	-9.02%

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Imports of Returned Exports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	All Districts	\$51,841,567,386	\$3,153,693,799	6.48%
1	New York City	\$10,019,277,973	\$1,787,967,391	21.72%
2	Cleveland	\$4,770,357,572	\$1,105,012,079	30.15%
3	New Orleans	\$4,162,906,109	\$988,538,023	31.14%
4	Chicago	\$3,723,734,262	\$(1,124,309,894)	-23.19%
5	Detroit	\$2,927,071,245	\$332,325,598	12.81%
6	Miami	\$2,437,830,200	\$(69,953,869)	-2.79%
7	Los Angeles	\$2,394,284,358	\$169,551,545	7.62%
8	Laredo	\$2,316,815,335	\$(236,284,639)	-9.25%
9	San Francisco	\$1,575,832,388	\$55,151,145	3.63%
10	Atlanta/Savannah	\$1,321,041,244	\$208,512,792	18.74%
11	San Diego	\$1,291,616,857	\$111,052,136	9.41%
12	Houston	\$1,283,866,504	\$216,369,753	20.27%
13	Buffalo	\$1,242,967,891	\$(112,089,671)	-8.27%
14	Seattle	\$1,212,114,237	\$281,339,757	30.23%
15	Dallas-Fort Worth	\$1,141,046,779	\$198,300,699	21.03%

Source: WorldCity analysis of U.S. Census data

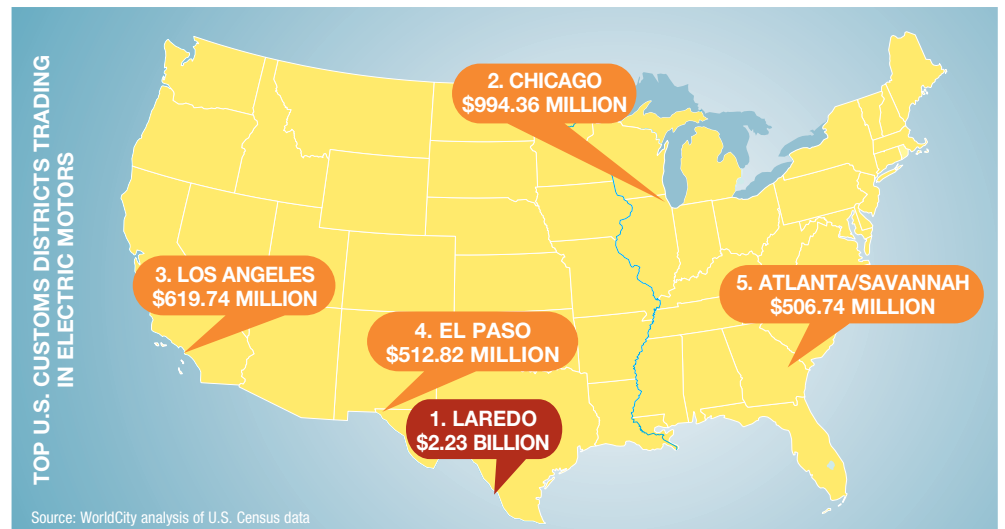
UP-TO-DATE TRADE DATA AVAILABLE ONLINE!

Laredo continues two-decade reign with motor imports

The drop in electric motor imports into Laredo in 2013 over the 2012 record was a slight, 0.13 percent. For the third straight year, imports of electric motors topped \$2 billion and the 2013 total is the second highest on record.

CUSTOMS DISTRICTS: Laredo has led the nation for electric motor imports for at least two decades, capturing more than 25 percent of the U.S. total every year since 2000. Laredo's largest market share occurred in 2003, when it was 31.41 percent. Chicago has been in double digits since 2000. The only other Customs district to top 10 percent since the turn of the century is El Paso, which did so from 2000 to 2002 and again in 2005 and 2006.

COUNTRIES: Mexico accounted for 91.64 percent of all motor imports while China increased to 4.77 percent. **WC**



Top Markets for Electric Motors

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	World Total	\$2,229,639,383	\$(2,821,617)	-0.13%
1	Mexico	\$2,043,335,199	\$(63,693,969)	-3.02%
2	China	\$106,291,597	\$45,715,194	75.47%
3	Vietnam	\$29,525,332	\$(2,467,658)	-7.71%
4	South Korea	\$23,014,374	\$7,661,041	49.90%
5	Japan	\$4,670,084	\$1,362,863	41.21%
6	Taiwan	\$4,577,339	\$871,177	23.51%
7	Czech Republic	\$3,059,818	\$2,391,176	357.62%
8	Hong Kong	\$2,796,723	\$(4,484)	-1.57%
9	Switzerland	\$2,666,023	\$2,060,202	340.07%
10	Germany	\$2,281,301	\$1,448,092	173.80%
11	Spain	\$1,835,032	\$1,759,634	2,334%
12	Italy	\$1,577,174	\$1,208,240	327.49%
13	Ireland	\$1,307,935	\$1,307,935	NA
14	France	\$604,790	\$387,926	178.88%
15	Malaysia	\$387,256	\$366,427	1,759%

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Electric Motor Imports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	All Districts	\$8,237,382,744	\$102,781,599	1.26%
1	Laredo	\$2,229,639,383	\$(2,821,617)	-0.13%
2	Chicago	\$994,363,143	\$35,736,482	3.73%
3	Los Angeles	\$619,744,749	\$(119,117,315)	-16.12%
4	El Paso	\$512,820,140	\$3,096,174	0.61%
5	Atlanta/Savannah	\$506,735,351	\$54,001,550	11.93%
6	New Orleans	\$419,523,796	\$36,655,782	9.57%
7	Cleveland	\$412,222,934	\$113,509,904	38.00%
8	New York City	\$350,925,250	\$(86,881,504)	-19.84%
9	Detroit	\$283,084,479	\$32,888,657	13.15%
10	Houston	\$251,163,449	\$(66,679,601)	-20.98%
11	Charleston	\$211,728,053	\$46,499,546	28.14%
12	Norfolk	\$157,045,492	\$(1,489,919)	-0.94%
13	Wilmington, N.C.	\$155,513,642	\$4,849,407	3.22%
14	Dallas-Fort Worth	\$140,445,531	\$19,632,363	16.25%
15	Seattle	\$114,574,997	\$(33,409,885)	-22.58%

Source: WorldCity analysis of U.S. Census data

AIR CONDITIONING MACHINES

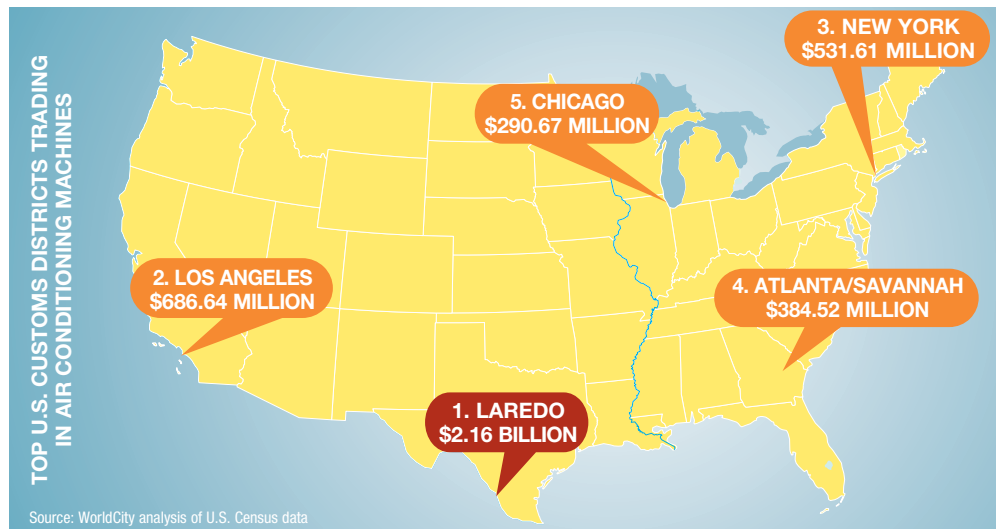
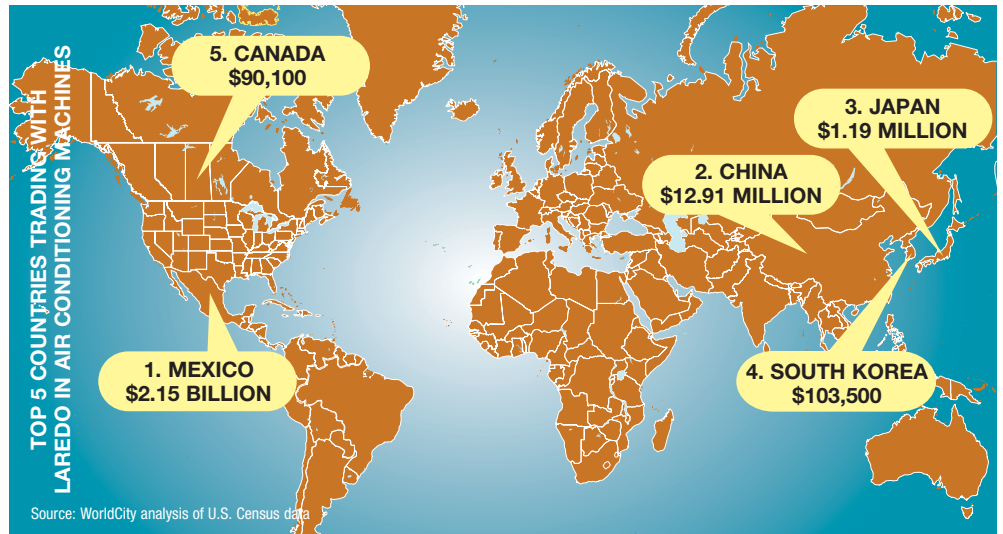
Total world trade | \$2.16 billion

Laredo captures record market for air conditioners

Air-conditioning machine imports into Laredo topped \$2 billion for the first time in 2013 and the category entered the top 15 by moving up two. Air conditioners is a fast-growing import, having only topped \$1 billion in value for the first time in 2010. The total didn't exceed \$500 million until 2005.

CUSTOMS DISTRICTS: Laredo passed Los Angeles in 2004 to become the nation's leading gateway for air conditioner imports, one of many examples of Mexico and China competing for manufacturing prowess. The two account for about 75 percent of all U.S. air conditioner imports. Laredo dominates, however, because Chinese imports are spread among several Customs districts. Laredo accounted for a record 36.79 percent of all imports in 2013.

COUNTRIES: Mexico accounted for 99.33 percent of Laredo imports in 2013. **WC**



Top Markets for Air Conditioning Machines

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	World Total	\$2,162,147,123	\$448,679,249	26.19%
1	Mexico	\$2,147,702,392	\$441,931,666	25.91%
2	China	\$12,913,262	\$7,497,290	138.43%
3	Japan	\$1,189,693	\$423,925	55.36%
4	South Korea	\$103,500	\$101,096	4,205%
5	Canada	\$90,100	\$90,100	NA
6	Thailand	\$40,010	\$(35,834)	-47.25%
7	Switzerland	\$33,381	\$33,381	NA
8	Hong Kong	\$25,275	\$(92,133)	-78.47%
9	Denmark	\$19,474	\$19,474	NA
10	France	\$10,104	\$10,104	NA
11	Germany	\$6,801	\$(57,858)	-89.48%
12	Indonesia	\$3,962	\$(31,270)	-88.75%
13	United Kingdom	\$3,788	\$3,788	NA
14	Australia	\$2,847	\$(738)	-20.59%
15	Sweden	\$2,534	\$(1,155,216)	-99.78%

Source: WorldCity analysis of U.S. Census data

Top Customs districts for Air Conditioning Machine Imports

RANK		2013 VALUE	DOLLAR CHANGE	% CHANGE
	All Districts	\$5,877,389,266	\$524,366,414	9.80%
1	Laredo	\$2,162,147,123	\$448,679,249	26.19%
2	Los Angeles	\$686,639,299	\$(19,438,643)	-2.75%
3	New York City	\$531,605,238	\$(29,736,352)	-5.30%
4	Atlanta/Savannah	\$384,515,174	\$31,856,763	9.03%
5	Chicago	\$290,671,328	\$43,178,592	17.45%
6	El Paso	\$263,040,234	\$16,108,277	6.52%
7	Detroit	\$244,892,187	\$9,484,337	4.03%
8	Dallas-Fort Worth	\$220,896,802	\$3,082,015	1.41%
9	Seattle	\$135,763,663	\$(24,104,021)	-15.08%
10	Norfolk	\$101,714,357	\$14,967,646	17.25%
11	Cleveland	\$88,076,735	\$9,020,493	11.41%
12	Ogdensburg, N.Y.	\$80,910,853	\$7,083,561	9.59%
13	St. Louis	\$74,807,458	\$20,520,069	37.80%
14	Houston	\$73,650,205	\$15,840,583	27.40%
15	San Juan	\$68,711,204	\$4,905,267	7.69%

Source: WorldCity analysis of U.S. Census data



Continued from page 9

vehicle part exports. Laredo has led the nation on the import side since surpassing Detroit in 2009. In 2013, Laredo captured a record 25 percent of those imports, its imports increasing 9.43 percent while Detroit's increased 1.20 percent.

But in 2013, Laredo surpassed Detroit to become the nation's top-ranked Customs district for motor vehicle part exports. That ended a run for Detroit that certainly dates back to the dawn of the automotive industry in the United States. Laredo's exports climbed slightly, \$348.25 million to \$12.55 billion, but Detroit's fell precipitously, \$2.73 billion to \$12.01 billion.

Laredo also passed Detroit for exports of engine parts, ranked No. 8, as well as insulated wire and cable, ranked No. 9.

On the import side, in addition to motor vehicle parts, Laredo passed

In 2013 Laredo did more trade with Mexico than any other Customs district did with one country.

Detroit in 2007 to become the nation's leading importer of commercial or work vehicles – largely vehicles other than passenger cars and light trucks. For the fourth consecutive year, in 2013, Laredo accounted for almost two-thirds

of all imports. Detroit, which accounted for more than 50 percent at the turn of the century, accounted for 1.51 percent in 2013 and ranked No. 7 nationally.

Tractor, seat and insulated wire and cable imports? Laredo also ranks No. 1 in the nation for all three. They are Laredo's fifth, sixth and seventh most important imports. In 2013, Laredo passed Detroit to rank No. 1 in the nation for engine imports. Laredo's imports grew \$551.24 million while Detroit's fell \$580.08 million.

All in all, 2013 shaped up as one of Laredo's strongest, particularly relative to the rest of the country, where trade gains were hard fought to nonexistent. For Laredo, it was record total trade, record exports and record imports. A higher ranking, at No. 3, than ever before. Strengthened ties to Mexico trade. And a more robust automotive sector trade. **WC**

Ups & Downs | Imports

A look at the top 50 import commodities ...

Fastest Growing, Percentage, One Year:

Reception apparatus for cell phones, up 38.38 percent, up in rank from No. 31 to No. 21

Fastest Growing, Percentage, 10 Years:

Avocados and other fruits, up 2,730 percent, up in rank from No. 180 to No. 27

Biggest Drop, Percentage, One Year:

Silver, various forms, down 28.42 percent, down in rank from No. 8 to No. 16

Biggest Drop, Percentage, 10 Years:

Men's or boys' suits, not knit, down 19.97 percent, down from No. 9 to No. 26



Photo: Armin Kübelbeck

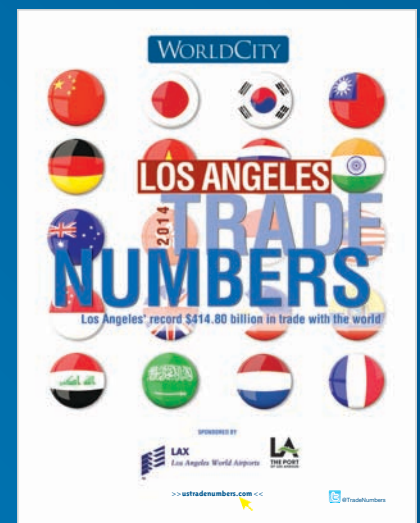
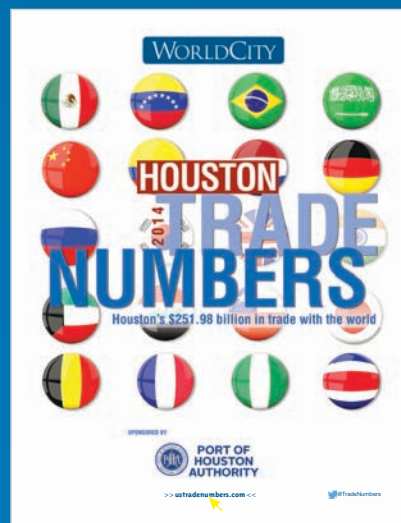
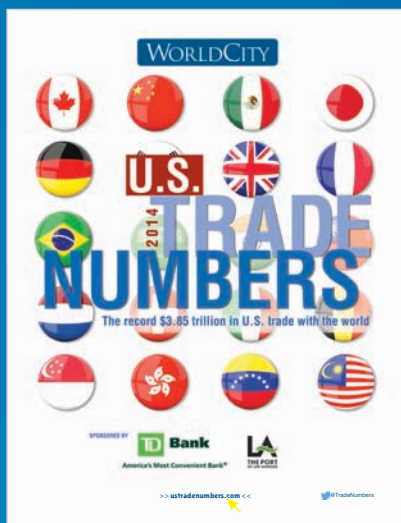
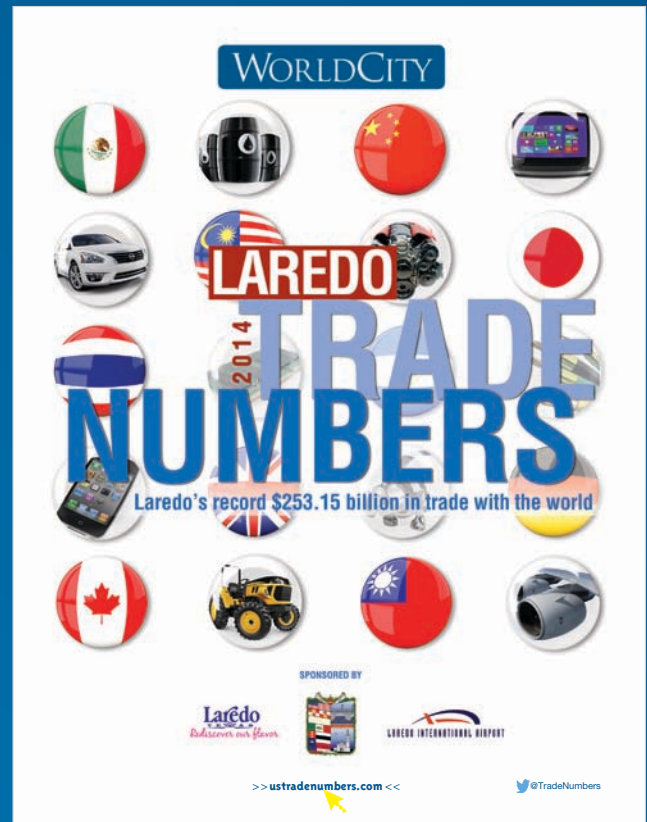
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